

But General Says U.S. Overreacted With Evacuation

Pakistan Admits Army Unprepared for Embassy Attack

By Michael T. Kaufman

ISLAMABAD, Pakistan, Nov. 25 (NYT) — A member of the military cabinet here conceded yesterday the unpreparedness of Pakistani security forces to deal with the attack on the U.S. Embassy here last Wednesday, but added that he considered the subsequent evacuation of U.S. dependents to be an over-reaction on the part of Washington.

Gen. Mujib ur-Rahman, who is secretary of information in the military secretariat, expressed the sorrow of his government for the attack in which two U.S. soldiers were killed and the embassy complex destroyed.

He also addressed the complaints by some U.S. citizens that the Pakistani police and army did not deal forcefully with rioters but allowed them to rampage for more than 5 hours while 90 persons were trapped in a vault of the burning chancellery. "I assure you there was no deliberate delay by anyone. If the reaction was slow by American standards, it could be some lack of communications," he said.

The general deplored the rampage at the embassy as "un-Islamic" and announced that, as provided by international law, his government had accepted the responsibility for rebuilding the embassy facilities. But throughout the hour-long conference Gen. Mujib held to the Pakistani version of the events.

[Meanwhile a Pakistani government spokesman announced the arrest of 15 suspected leaders of the attack on the U.S. Embassy, the Associated Press reported. More arrests were expected, he said.]

UN Meeting Urged

Six hours after Gen. Mujib's statement, Pakistan formally urged the UN Security Council to meet on the situation in Tehran, saying that it was "deeply disturbed over the possibility of the use of force against Iran."

In a message to the office of Secretary-General Kurt Waldheim, President Mohammed Zia ul-Haq said that his country was "gravely concerned by the rising tension" between the United States and Iran. A news release here announcing the dispatch of the message made it

clear that Pakistan was siding with Iran in its conflict with the United States.

"As a brotherly neighbor of Iran, Pakistan cannot remain indifferent to the prospect of force by the United States against it," the statement said. In his letter to the United Nations, Gen. Zia referred to his country as "a brotherly neighbor of Iran and a well-wisher of both Iran and the United States."

Gen. Mujib, in speaking of the attack on the embassy, said that the fury that greeted the news that the

holiest shrine of Islam had been occupied in Mecca, Saudi Arabia, could not be anticipated, he said.

Foreign radio reports spawned an erroneous impression that U.S. citizens were involved in the destruction in Mecca, and a crowd, which the general said quickly grew to 20,000, vented its anger at the embassy. The Pakistani authorities sought to cope with the violence as best they could. Whatever were the failures, they were not by design, the general insisted.

Gen. Mujib indicated that the relatively low loss of life was due to the approach taken by the authorities. In addition to the U.S. citizens, two Pakistani employees of the embassy died of asphyxiation and two demonstrators were shot to death by police. "If indiscriminate force had been used," he declared, "then the whole country might have been set on fire."

The army officer reported that 52 demonstrators had been injured and eight policemen hospitalized. He said that 87 rounds were fired as the mob scene began but that the

police were soon overrun and their weapons seized. There were no arrests at the scene, but some people have since been detained and others are being questioned.

A week before the attack on the embassy, the government had become aware of the heightened tension and had increased the normal complement of embassy guards from nine to 23, he said. In fact, a protest here by Iranian students had been expected. Ten days ago 58 Iranian students were arrested in Karachi as they attempted to scale the wall of the U.S. Consulate. Since then, Iranian students here had been agitating for their release and holding hunger strikes.

Leaflets Distributed

A Pakistani intellectual, who thinks that there was a degree of planning behind the rampage at the embassy, said that a day earlier students distributed leaflets announcing that Iranian protests against U.S. imperialism soon would move in a new direction. The source said that he felt that the conspirators were eager to embarrass the rule of Gen. Zia. Certainly, relations between Pakistan and the United States, which were deteriorating because of the Washington's pressure against the development of nuclear weapons here, have been strained further.

The general said that the outburst did not represent the feelings of the Pakistani people, and he added that his government would "not allow anything to happen to foreign nationals." In light of such commitments and the apologies from Gen. Zia as well as the thanks and congratulations from President Carter, some Pakistanis found the U.S. withdrawal puzzling. "I would say it is a slight overreaction," said the general.

[The Associated Press reported that West German Ambassador Ulrich Scheue, acting on behalf of the foreign diplomatic corps, formally protested today the failure of Pakistani authorities to protect the U.S. Embassy. A written protest was given to the Pakistani government, but its contents were not made public. A Western diplomatic source described the note as "strongly worded but not abusive."]

Friday night he suggested that the debts were contracted by bank managers who suspected the nationalization was imminent and who then diverted funds to their own personal accounts. "How can we accept these debts contracted with plunderers?" he said. "We are not going to pay them."

Six of the 28 nationalized banks have U.S. participation, and U.S. banks are the largest foreign financial institutions working here.

Because of Company Profits

Miller Says Saudi Arabia May Raise U.S. Oil Prices

By Steven Rattner

RIYADH, Saudi Arabia, Nov. 25 (NYT) — The secretary of the Treasury, William Miller, said yesterday Saudi leaders were annoyed at U.S. oil companies for failing to pass the benefits of lower Saudi prices to consumers and that they might raise their prices as a result.

Speaking after a day of meetings with King Khalid and key economic ministers, Mr. Miller said that the Saudis feel they have been taken advantage of by the oil companies.

"They feel the price they are selling at has not gone to the benefit of consumers and that it has been raked off by the oil companies," he said, "and they are very upset about it." Mr. Miller was to meet today with the petroleum minister, Sheikh Ahmed Zaki Yamani.

Saudi Arabia sells most of its crude oil to four large U.S. companies — Exxon, Mobil, Texaco and Standard Oil of California — for \$18 a barrel. Most other members of the Organization of Petroleum Exporting Countries charge at least \$23.50 a barrel. On the spot market, which handles oil not covered by long-term contracts, some oil has been trading at \$45 a barrel.

"Simplest Approach"

In the last month, the four companies, who are partners in the Arabian American Oil Co., have reported profit increases substantially larger than those of most other oil companies. Critics charge that their prices at the pump are not appreciably lower than those of other companies.

The four have insisted that they are not making extra profits on the Saudi oil. Instead, they attribute the improved profits mostly to overseas operations.

"That merely made them unhappy," Mr. Miller said, speaking of Saudi reaction to the companies' explanation, "because it illustrated that what they see is that there has been taken advantage of. So their message is, either we put in a windfall profits tax or we're going to be raising prices."

That view was echoed by John West, the U.S. ambassador to Saudi Arabia, who said that the Saudis

Doubts on Controls

Mr. Miller stopped short of suggesting what steps could be taken to ensure that excessive profits would not be earned from Saudi oil. On the question of price controls, he said he was "not sure price controls can work in this connection" because they would not control international crude oil transactions.

"If all those oil company profits are earned outside the United States, one might assume the \$18 oil is going to other markets," Mr. Miller said. "I don't know if they're putting \$18 oil into the United States or \$25 oil."

But, although the proposed windfall profits tax would also have no effect on international oil transactions, Mr. Miller insisted that approval of the tax would ease Saudi fears. Even so, he conceded, "they'll seek some price increase anyway."

On the question of whether the Saudis would maintain their production rate at the high level of 9.5 million barrels a day, Mr. Miller said, "My guess is that kind of decision won't be made for a while."

Positive Reaction

Mr. Miller spoke at the end of the first day of a five-day tour of the Gulf, much of it to be spent in Saudi Arabia.

Energy appeared to have dominated yesterday's discussion, and Mr. Miller said that the Saudis had responded positively to his explanation of U.S. efforts at conservation.

Mr. Miller said that he had received no indication that the Saudis planned to drop the dollar as the basis for pricing oil. He also said the Saudis leaders had expressed their understanding of why the United States froze Iranian assets in the United States after the U.S. Embassy in Tehran was seized and hostages taken.

At a news conference Friday night, Mr. Kersten criticized the labor relations and union policies of Spain's post-Franco government. He urged the government to return the union properties and goods confiscated by the Franco regime at the end of the Spanish Civil War.

Mr. Kersten also accused Latin America, Iran, South Korea, South Africa, South-West Africa (Namibia) and the Eastern bloc of violating human rights. He said that the congress had denounced Czechoslovakia, Poland and the Soviet Union for failing to fulfill agreements signed with the UN body.

Delegates from 92 nations set full employment and control over multinational corporations as their main priorities for the 1980s. They also emphasized the importance of human rights, cooperation with independent unions and discussions among developed and underdeveloped nations.

own traveler's check program, which is to begin in Europe when the first Visa "traveler's check" is issued. Mr. Russell estimates that in the first year, the Visa traveler's checks will generate more than \$3 billion in sales, approaching 10 percent of the market. First National Bank of Chicago and New York-based Golden Field National Bank have already started to issue the Visa checks.

"We shall continue to grow and expand," Mr. Russell said, adding: "All these devices — cards and traveler's checks — are simply tools with which we in business compete with each other."

With such intense competition, bankers and businessmen say, growth is likely to be determined on how the companies can improve existing services and expand new ones.

Double Network

Eurocheque would use the Cook traveler's checks as the basis for a European-wide check operations to a group of 56 banks from 16 countries that are grouped within Eurocheque. Midland's asking price: \$52 million.

Meanwhile, the Eurocheque group is launching an expansion program which could affect American Express, as well as Visa, in the smaller but related market of traveler's checks. American Express, with a 51 percent share, dominates that \$35-billion-a-year worldwide market, followed by Bank of America and Citicorp, each with 12 percent. Thomas Cook & Sons traveler's checks, now owned by Britain's Midland Bank Ltd., is fourth



U.S. officials and a local employee carry diplomatic pouches into temporary quarters at the Agency for International Development building in Islamabad, Pakistan, after U.S. Embassy attack.

Khomeini Seen Unlikely to Unite Islam

(Continued from Page 1)

of the U.S. consulate in Calcutta was organized jointly by the Moslem League and a branch of former Prime Minister Indira Gandhi's party with an eye to India's coming elections.

U.S. diplomats say that the vital Western stake is the reaction of the Arab world to Ayatollah Khomeini's call.

Fragile Security

In the small Arab states of the Gulf, governments are sensitive to any attack on their religious legitimacy, and internal security is fragile. The problem was highlighted by the incidents at the holy places in Saudi Arabia. The rebels apparently were members of the Ouda tribe, a large bedouin clan in Saudi Arabia's oil-rich Eastern province and in the neighboring United Arab Emirates.

Although the rebels were Sunni Moslems, not Shiite like the Iranian leaders, they are afraid that Shiite agitation could spread, first to Shiite minorities in their countries and then even to Sunni Moslem fundamentalist sects.

The West's chances of quelling Ayatollah Khomeini's influence, diplomats say, are hampered by Western scare stories about the specter of an Islamic uprising against the West. "You have a political problem with Iranian revolutionaries, nationalists and zealots," a European official said, "and you only make new enemies by broadbrush talk about Moslems."

The rising of a wrathful Moslem world rising up in a vast jihad against the Christian West has deep psychological roots in Western attitudes toward the Middle East, according to Godfrey Jansen, author of a just-published book entitled "Militant Islam."

Mr. Jansen, Middle East correspondent of the weekly The Economist, wrote: "The West has been pressuring and challenging the entire Moslem world in every sort of way . . . and now that the Moslem world through the weapons seems given the chance to revenge old wrongs, the West cannot believe that it will not take revenge."

Mr. Jansen is scathingly critical of Ayatollah Khomeini as a shortsighted bigot, but he argues that the West must try to come to terms with Islamic fundamentalism — the trend which Ayatollah Khomeini is exploiting. In recent years, its rise has coincided with unrest across the Arab world from North Africa to the Gulf, in non-Arab Moslem countries like Iran and Turkey, in southern Asia and some African countries, and even in the Philippines.

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outlet for widespread frustration, combined with resentment against the Western lifestyles of a well-off local elite amid widespread poverty.

Ayatollah Khomeini has not yet shown that he can achieve the ascendancy in the rest of the Moslem world which he has enjoyed in Iran since ousting the shah.

Preaching that "Moslems should not consider frontiers . . . and don't need any country," Ayatollah Khomeini is reviving the fundamentalist dream of pan-Islamic unity in place of modern nation states. Iran and Pakistan are examples of unsuccessful experiments with a secular state. Some Arab countries, disillusioned with Arab socialism, appear ripe to turn to a form of Islamism.

The last call for a jihad — when the Turkish sultan called on his coreligionists in 1914 to wage a holy war alongside Germany — fell flat because of the divisions in the Moslem world. The obstacles to a united Moslem front appear equally

insurmountable today, Middle East analysts say.

Shiites, about one-tenth of the world's 800 million Moslems, a strong position in three countries: Iraq, Syria and Iran. But all three countries' political circumstances make it difficult for them to rally to Iran.

In Iraq, which borders of the ruling Sunni minority, Ayatollah Khomeini wants to rule by a Shiite minority, to face the hostility of the world's Sunnis by joining in a front with Iran. Yemen's population would be released from its ties with Saudi by supporting revolutionary Shiites.

However, conservative Arab governments are anxious not to identify with any U.S. ally in the next few days of heightened religious tension up to the Shiite ceremony of flagellation this week at Ashura, the day commemorating the nation of the Shiite prophet.

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Hansen Visits Embassy, Says U.S. Hostages Safe

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life — a demand Washington has refused.

"Pounce upon America, this great Satan, until this world-hungry ghoul is delivered the death blow," the communique, broadcast by the state radio, said.

Rep. Hansen, who arrived in Tehran on Wednesday, was joined today by former Sen. James Abourezk of South Dakota, who arrived in Tehran for another unofficial negotiating attempt.

Mr. Abourezk flew in as yet another would-be mediator, Nobel Peace Prize winner Sean MacBride, returned to Paris today after four days in Tehran.

Mr. MacBride, former director of Amnesty International, said he thought his mission "had been useful" towards establishing a "dialogue" between Iran and the United States.

Paris, in its report about Mr. Bani-Sadr's planned trip to the United Nations, said that necessary he will plead Iran's case directly to the U.S. public, but did not elaborate, and there was no word if he would meet with U.S. officials.

Because of the hostage situation, the United States has refused to import Iranian oil and Mr. Bani-Sadr, speaking in the French radio interview, said economic relations between the nations are undergoing a vast change "and are moving towards being broken totally."

In other developments:

• In Dubai, the United Arab Emirates government posted troops around U.S. and British installations in an effort to prevent attacks by Moslems sympathetic to the embassy occupation in Tehran, or the attack on the U.S. Embassy in Islamabad, Pakistan, where two Americans were killed Wednesday.

• Paris reported the autonomy-seeking Kurds of the northwest have agreed to a 20-day cease-fire in their four-month-old war providing the "withdrawal of all non-native guards from all Kurdish towns within 15 days."

Known for Unexpected

BOISE, Idaho, Nov. 25 (WP) — Throughout his turbulent and controversial five years in Congress, Rep. Hansen has been operating outside traditional channels, doing the unexpected and the unconventional.

His spur-of-the-moment decision to fly to Tehran at his own expense on a one-man mission to try to free the 49 U.S. hostages is a natural product of Rep. Hansen's personal and political style.

The Iran trip is not his first foreign policy initiative. Last July, he and another congressman flew to Nicaragua two weeks before President Anastasio Somoza's overthrow to tell the dictator that the United States stood behind him and that U.S. journalists had lied about and distorted his popularity.

Earlier this year, Rep. Hansen waged an independent mail campaign to convince residents of the Panama Canal Zone that it was "not too late for them to save the canal" and urged them to support Congressional attempts to impede passage of the canal treaties.

At 49, the congressman has survived a guilty verdict in a campaign finance law prosecution, a federal judge's assessment that he was "stupid but not evil," a fight with the Internal Revenue Service over charges that he filed late tax returns, selection to the "Dirty Dozen" environmental enemies list and challenges from within his own party during a career that has repeatedly confounded observers of Idaho's political scene.

He is a devout Mormon with a staunchly conservative voting record, from a rural district of potato and beef farms and cattle ranches.

Elephant Herds To Go on the Air

KUALA LUMPUR, Malaysia, Nov. 25 (Reuters) — Elephants in Malaysia are to be fitted with radio transmitters to warn game wardens when herds are heading for crops, the director-general of wildlife and national parks said here today.

Mohammed Kaid told the Sunday Mail that lead elephants would be fitted with radio head-collars whose beeps would signal when hungry herds were leaving the forests in search of food.

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Major Effort to Upgrade Forces

Egypt's Military Strategy Shifts From Israel to Africa

By Don A. Schanche

CAIRO — Less than a month after Egypt and Israel agreed on the terms of a peace treaty, the Egyptian military changed the color of its uniforms from desert khaki to olive green.

Senior officers said that, if this was any symbolism it was national, but the switch illustrated a dramatic change in President Anwar Sadat's strategic thinking.

Threat to Egypt is no longer viewed as coming from the east, where despite peaceful relations Israel retains an armed force, but from unsettled regions on the African continent to the south.

A recent incident at the headquarters of the American Sinai Mission, which separates Egyptian and Israeli armed forces in the desert, demonstrated the Egyptian shift in focus.

At present, military analysts in Cairo believe that Mr. Sadat and Gen. Ali were at least technically correct in asserting recently that Egypt now has no combat forces serving outside its borders. But small groups of advisers and technicians reportedly are serving in several foreign posts, and as many as 1,000 officers and men are said to be helping the Sudanese by manning ordnance depots and repair shops and training air force and army officers. And a number of Sudanese are training in Egypt.

While Egypt is not involved anywhere in a direct combat role, observers report that efforts to reorganize the traditionally desert-bound armed forces so that they can quickly respond to more varied international demands have been accelerated since Egypt and Israel came to terms at Camp David.

A study group has been drawing up plans for major changes aimed at eliminating the Soviet-style organization of the military and replacing it with something more akin to that of the United States and the North Atlantic Treaty Organization forces.

Old Equipment

Recently, the group asked the Pentagon for help and were sent as consultants many of the same officers who planned the reorganization of U.S. forces after Vietnam. The reorganization is expected to take at least two years.

Meanwhile, Egypt's military commanders acknowledge that they must cope with severe problems in equipment, most of which was provided by the Soviet Union before the 1973 Arab-Israeli war. Desert sand and time have seriously weakened Egypt's Soviet-made air defense missile screen. Soviet-made aircraft and helicopters are old and lack parts, and despite efforts to re-equip with Western engines and artillery pieces, many are said to be inoperable.

Although Egypt has been replacing old weapons with new equipment, mainly from France, Britain and the United States, the multiplicity of weapons sources has aggravated the problems of training, maintenance and operation. But despite the problems, observers here report that Egypt's overall strength has not deteriorated significantly since the 1973 war and may even have improved.

A three-year, \$1.5 billion combination of military grants and credits from Washington has strengthened the air force. The first dozen of a promised 35 U.S. F-4 Phantom fighter-bombers are already flying over Egypt, using Egyptian pilots and crews trained in California.

U.S.

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maligned News Agencies

tr Egypt from New Panel

GRADE, Nov. 25 — Arab

movement had been questioned at the Havana nonaligned summit meeting in September, MENA should not become a member of the committee.

The PLO move was backed by Libya, Syria and other Arab countries as well as by Vietnam, Ethiopia, Zambia and Angola, but some delegates argued that the conference was not a place for political discussions that had been dealt with at the Havana meeting. The Havana gathering had decided to leave the question of Egypt's membership in the nonaligned movement until the next summit meeting.

After a long debate that delayed the conference, the chairman ruled that there was no consensus on the issue, and the Sudanese news agency was elected instead of MENA.

Pero Iwacic, director of the Yugoslav news agency Tanjug, was elected chairman of the pool until the next conference in three years.

Representatives of news agencies in 56 nonaligned countries attended the conference, as well as observers from the United Nations Educational, Scientific and Cultural Organization, from Arab, African and Asian regional news agencies, and from Romania, Austria, Portugal, Spain and Switzerland.

Arab Reaction

The Arab countries and the Liberation Organization strongly opposed the proposal for membership in the nonaligned movement. A PLO spokesman said that, because Egypt's membership in the nonaligned

movement had been questioned at the Havana nonaligned summit meeting in September, MENA should not become a member of the committee.

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This building in Armenia, Colombia, was flattened by earthquake that struck Friday night.

At Least 60 Killed, 300 Hurt in Colombian Quake

BOGOTA, Nov. 25 (UPI) — Colombia's strongest earthquake in 15 years has affected large areas of the country and rocked parts of Venezuela, leaving at least 60 persons dead and 300 injured.

Damage was heaviest in central and western Colombia, with telecommunications to several interior cities severed. In Bogota, the quake caused blackouts and brief interruptions in communications.

In neighboring Venezuela, Caracas was shaken for 30 seconds by tremors but no injuries or damage were reported.

Trapped in Ruins

In Washington, the Geological Survey said the quake registered 6.4 on the open-ended Richter scale, with its epicenter 150 miles southwest of Bogota.

Dozens of persons were reported trapped in the ruins of buildings that collapsed in Colombia's department (state) of Boyaca, one of four departments hardest hit by the quake.

Manizales, capital of the department of Caldas, took the heaviest jolt. A three-story building under construction collapsed and at least 10 persons were reported trapped.

Officials said 11 persons were killed in the department of Valle, the country's third most important region, when houses caved in. Another 32 persons were reported trapped in the ruins of collapsed buildings in the department of Risaralda.

Police reported at least five dead in the department of Quindio, located about 140 miles west of Bogota.

Yugoslavia, Albania Shaken

From Agency Dispatches

BELGRADE, Nov. 25 — Parts of Yugoslavia and Albania have

been rocked by earthquakes but no damage or injuries were reported.

A medium tremor shook the Golija Mountain area, about 170 kilometers south of Belgrade, Friday night, Yugoslavia's Seismological Institute announced yesterday. It registered 3.3 on the Richter scale.

The Albanian news agency said three earthquakes today shook an area of central Albania south of Tirana, the strongest centered on the town of Pegin.

2 Quakes Jolt Iran

LONDON, Nov. 25 (AP) — Two earthquakes shook northeastern Iran Friday night and yesterday morning, according to Tehran radio, monitored here. No casualties were reported. On Sept. 16, 1978, a devastating earthquake in approximately the same area killed 25,000 persons and demolished 40 villages.

Chief U.S. Nuclear Aide Boosts Own Role

WASHINGTON, Nov. 25 (WP) — The chairman of the Nuclear Regulatory Commission says he has made himself head of the agency's emergency response team and intends shortly to assume day-to-day direction of NRC operations.

Joseph Hendrie thus will take over clear leadership on the five-member commission, assuming the other commissioners go along with his action.

The move, announced in an interview Friday, is an apparent attempt to meet criticism of the NRC by the presidential commission that investigated the accident last March at Three Mile Island. The agency was chided for holding lengthy discussions during the accident when someone should have been making decisions.

Mr. Hendrie said that only a "one-sentence change" in the Emergency Response Act of 1974 would legalize his control of the response team, but that no new authority was necessary for him to become principal executive officer.

"We [commission members] just need to agree that the collegial body will deal with rule-making, adjudication, major policy decisions, overall agency and planning guidelines, the budget . . . and any matter the majority of the commission wants to take up," Mr. Hendrie said. "The chairman then runs the agency, carries out the decisions of the group and takes care of all other matters of agency business."

Mr. Hendrie said the change would "clear away some of the problems" of responsibility for daily operations that have paralyzed the agency in the past. Critics have recommended that Mr. Carter replace either Mr. Hendrie or all five commissioners as a signal of concern for nuclear safety.

Mr. Hendrie said he had placed himself in charge of the NRC's emergency response team on an interim basis until the full commission can formalize a crisis-reaction structure. In the event of an emergency, he said, he would assign emergency commissioners to take care of communicating with key government authorities and agencies, but would oversee the actual reactor emergency response himself.

The new legal authority required would allow Mr. Hendrie to order public utilities to take action directly, rather than requiring those orders to come from NRC's staff, he said.

U.S. Says Median Family Income Rose 2.4% to \$17,640 in 1978

WASHINGTON, Nov. 25 (WP) — The median income of all U.S. families reached \$17,640 last year, a rise of 2.4 percent over 1977 after adjusting for inflation, the Census Bureau reported yesterday.

Agency Details Vietnam Defoliant Use

U.S. Forces Said Exposed to Herbicide

By Bernard Weinraub

WASHINGTON, Nov. 25 (NYT) — Thousands of U.S. Marines and other soldiers were deployed in areas of South Vietnam that had been sprayed with the herbicide Agent Orange in the Vietnam War, contrary to Defense Department assertions that the affected combat zones had been cleared of U.S. personnel, the General Accounting Office said yesterday.

Agent Orange, which contains dioxin, a highly toxic chemical, was used extensively in the Vietnam War as a defoliant, mainly in the late 1960s. Hundreds of Vietnam veterans have charged that they and their families have suffered severe effects, ranging from sores to cancer and birth defects, as a result of their contact with Agent Orange.

In a nine-page report, the congressional oversight agency labeled as inaccurate the Defense Department's contention that U.S. troops did not enter sprayed areas until approximately six weeks after the defoliant was used. The department had made that contention in a letter last Sept. 4 responding to GAO inquiries.

The agency found that at least 5,900 Marines were within one-third of a mile of the sprayed areas during and shortly after defoliation missions and that another 16,100 Marines were within one-third of a mile of the combat zones within four weeks of spraying. Army troops were also sent to areas sprayed with Agent Orange, the agency said. However, the report said, investigators "could not document from available records whether ground troops were actually exposed or the degree of such exposure."

Percy Request

"The chances that ground troops were exposed to herbicide Orange are higher than DOD previously acknowledged," the agency said in the Department of Defense in a letter to Sen. Charles Percy, R-Ill., who requested the study. Sen. Percy is the ranking minority member of the Senate Permanent Subcommittee on Investigations.

Both the Air Force and the Veterans Administration have undertaken studies of Agent Orange, which is a half-and-half mix of two herbicides, 2,4-D and 2,4,5-T. So far, the Veterans Administration has denied that there is any firm evidence linking Agent Orange to illnesses.

Last week in Mineola, N.Y., Judge George Pratt of U.S. District Court ruled that Vietnam veterans allegedly injured by the defoliant and any of their children born de-

formed could bring suit against five companies that made the chemical. In two strongly worded letters to Defense Secretary Harold Brown and Max Cleland, the head of the Veterans Administration, Sen. Percy said that he was "alarmed at

both the mounting evidence of Agent Orange's toxicity and the increasing numbers of veterans who have claimed they were exposed to the herbicide while in Vietnam."

Sen. Percy was especially critical of recent statements by Defense Department officials that military personnel did not enter areas exposed to Agent Orange until about six weeks after the defoliant had been sprayed.

"I do not understand how it was possible for the Defense Department to be in the dark about what GAO has no trouble finding in the department's own records," Sen. Percy said.

The report said that the Defense Department took few precautions in the late 1960s to prevent the exposure of troops to Agent Orange. "DOD considered herbicide Orange to be a low health hazard," the study said. "Army manuals described herbicide Orange as relatively nontoxic to man or animals."

The report noted that, as a result of the controversy, the Veterans Administration is developing a list of all Vietnam veterans who have been treated for what they say are herbicide-related health problems. So far, about 4,800 persons have requested treatment. They will be examined annually for five years to determine if they have symptoms linked to Agent Orange.

Air Blaze Forces Urgent Landing On Bahama Isle

FREEPORT, Bahamas, Nov. 25 (UPI) — A Mackey Airlines plane with one of its two engines afire and the cabin filling with smoke turned back and made an emergency landing here yesterday after the burning engine fell off.

"You couldn't see your hand in front of your face and we needed the oxygen masks to breathe," said one of the estimated 40 passengers aboard the propeller-driven Convair 440.

William Cousins, Mackey's chief executive officer, said that five persons, including a man who broke his ankle, were injured. But a U.S. Federal Aviation Administration spokesman in Florida said that he was told that 10 persons were hurt.

The passengers were returning to Florida after a five-hour gambling junket at the Freeport casino.

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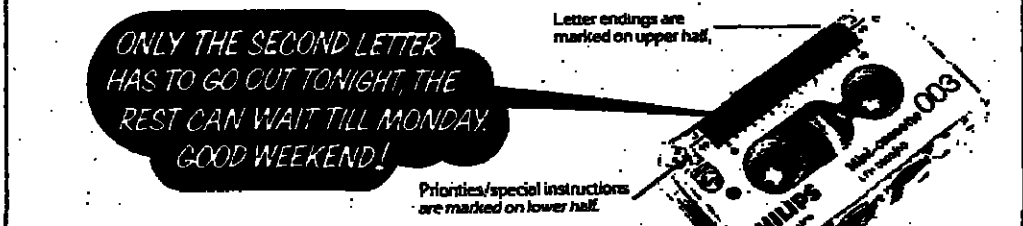
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Especially During 'Friendship Month'

Autumnal Prague: Aura of Soviet Dominion

By John Darnon

PRAGUE, Nov. 25 (NYT) — In these pre-winter evenings, when the mist that rises from the Vltava River mingles with the fumes of burning brown coal, Prague resembles nothing so much as the setting for espionage.

Walking the twisting, cobbled alleyways of the Old Town, figures appear and recede. There, under an arc from a street lantern, stands a man in a broad-brimmed black hat, like Graham Greene's Harry Lime. He is under a gargoyle and his collar is turned up.

It is possible to stand on the 14th-century promenade of the Charles Bridge, in the shadow of one of its 30 statues, and watch the fog envelop the lower part of the city, all but the church spires. It is even possible to turn suddenly and catch the startled expression from the police agent who has been stealthily following — in this case, a striking woman in a long green coat with a fox-trimmed collar.

Nowhere in Eastern Europe is Moscow's dominance more keenly felt than here. And at no time is it more evident than now, during the Soviet-Czechoslovak "friendship month."

Clockwork

This is an annual event. It seems to roll around with the regularity of well, the clockwork of the famous gilded horloge on Prague's Gothic town hall. There, every hour a skeletal figure of death rings in a dance by the Twelve Apostles.

The political dance is only a bit less precise. There is a plague of speeches. Rude Pravo, the party newspaper, prints headlines in red type. Friendship societies of the two countries assemble, exchanging visitors and toasts.

The television screen is filled with gales — Soviet ice skaters cutting graceful figure eights, army choruses pounding out marching hymns at full timbre, Cossack dancers kicking their boots high in the air.

"You'll find the beer halls especially crowded during this time," a Czech writer said. "That's the way we express our feelings these days, by raising a mug of beer."

He was right. The other night, The Two Cats was jumping. Beer flowed until it spilled onto the wooden tables and clouds of cigarette smoke rolled under the rafters.

After an hour of conversation that edged gently toward politics, one of the drinkers was asked what

he felt toward the Soviet Union. He paused, thought a moment and then said, "Of course I have thoughts about this. But I don't think I can say them."

Each country in this part of the world seems to make its own pact with Soviet reality. Since August, 1968, when the Warsaw Pact nations invaded to put down the flowering of liberalism known as the Prague Spring, Czechoslovakia has struck a kind of bargain: Plenty of goods in the shops but tight curbs on freedom of speech and nonparty political activity.

Discounts Gromyko's Warning

Schmidt Expects Russia To Continue Arms Talks

From Agency Dispatches

HAMBURG, Nov. 25 — Chancellor Helmut Schmidt said today he expects further negotiations between North Atlantic Treaty Organization and the Soviet Union even if the Western alliance decides to deploy U.S. medium-range nuclear missiles in Europe.

Mr. Schmidt discounted hints by Soviet Foreign Minister Andrei Gromyko that Moscow would refuse to enter into negotiations if NATO decides to deploy 572 Cruise and Pershing-2 missiles. "I cannot determine that Mr. Gromyko has delivered threats," Mr. Schmidt told a news conference.

He also added that he had accepted an invitation to visit Moscow early next year.

West German officials yesterday had cautioned against dramatizing Mr. Gromyko's warning, made at a news conference Friday in Bonn, that the probable decision by NATO to deploy new U.S. missiles would damage chances for widened talks on arms control.

The officials said Mr. Gromyko gave indications that he felt negotiations would soon take place on arms control proposals put forth by both sides.

They said that Mr. Gromyko's statement — in part exaggerated by a translator's error — seemed to be aimed at putting pressure on West German public opinion, in a last-ditch effort to block approval of stationing the missiles. The decision is expected to be formally adopted at a NATO meeting of the next month.

A joint statement issued yesterday

The lure of plentiful staples and even luxury merchandise, comparable only with Hungary and East Germany, is not to be underestimated. One out of every three Czechs traveled outside the country last year, the majority within the Eastern bloc.

"When I saw what they could get there and the long lines for meat, things looked a lot better to me when I got back," said a woman who went to Poland two months ago.

Czechs like to tell stories about visiting Russians who, goaded by a

favorable rate of exchange for their rubles and dazzled by what they see, tear through stores like scavengers possessed.

By Their Shoes

"You can always tell them by their shoes," a journalist said. "Either those horrible old Russian shoes or a brand new pair of cheap Czech ones. I have seen Russian women going into a curtain shop and trying the material on as dresses. They're told it's for curtains, but they don't pay any attention."

A Western diplomat summed up the situation: "You may have to scrounge a bottle of whiskey to get an appointment with a doctor, but the doctors are there. The schools are overcrowded, but they're good. There are rotating shortages, like vinegar during pickling time, but basically life's essentials are not hard to obtain."

A problem is that comparative shopping can be a two-edged sword. A current pastime is "television weekends." People who live west of Prague, in cities like Pilsen that are within television range of West Germany, invite friends from the capital for viewing parties to sample life on the other side.

The combination of a powerful secret police and relative consumer affluence is an effective one for cutting down on dissent. Since early 1977, the government has been bedeviled by the human rights movement called Charter 77, but at no point have the activists been able to attract a mass following or pose a serious threat.

During a trial last month in which six Charter leaders were convicted of subversion and sentenced to prison, Prague was noticeably unruffled. "They controlled the entire city with 25 policemen on view near the court," one observer recalled.

Guatemala Offers Police Protection To All Reporters

GUATEMALA CITY, Nov. 25 (UPI) — President Romeo Lucas Garcia pledged yesterday to provide police protection to all reporters.

Mr. Lucas Garcia made the promise after a demonstration in front of the presidential palace Friday by journalists after the killing of Jose Leon Castaneda, a reporter whose body was found last week. Officials said that police protection would be given to any reporter who requested it.

Police said only that they believed the killers belong to an extremist group. Other sources said that it appeared that Castaneda was murdered by a rightist "death squad" that is reported to include off-duty policemen. The group is blamed for dozens of killings this year, mostly of criminals.

Meanwhile, the army said that guerrillas killed two soldiers and wounded five in an ambush of a military construction convoy Friday in western Guatemala.

4 Fuji Climbers Die

TOKYO, Nov. 25 (UPI) — At least four persons died and eight were injured in separate accidents yesterday while climbing Mount Fuji, Japan's highest peak, police said.



Prince Sihanouk waves to well-wishers after his arrival in Paris.

Arrives in France

Sihanouk Seeks Arms Aid From West for Cambodia

PARIS, Nov. 25 (AP) — Prince Norodom Sihanouk, arriving here on the first leg of a tour to seek support for a new "liberation" of Cambodia, today called on friendly countries for military aid, "large or small, open or discreet."

"As long as the political problem remains insoluble, I think that absolute priority must be given to the human problem," he said at Charles de Gaulle Airport after his arrival from Peking. "We must at any price save the Khmer people, more than half of which has already disappeared."

The former chief of state also said he did not come as a claimant to the leadership of Cambodia. "I am only a patriot who will try, alongside other patriots and the Khmer people, to take up the work that every Cambodian nationalist faces in this tragic period of our history," he added.

He asked all foreign powers "who have expressed their sympathy for a free Cambodia" for military aid of any kind for all Khmer nationalist fighters. "That is the only way to get rid of Vietnam, which knows only the language of force," he said.

The 57-year-old prince, who was deposed in 1970 by Gen. Lon Nol but brought back after the Communist takeover in 1975, has rejected the idea of collaborating with the Chinese-backed Khmer Rouge Communists. He wants to promote armed anti-Vietnamese resistance by the other nationalist groups in the country.

He said he favors an international conference on Cambodia, but he conceded that such a conference "is impossible in the near future," since China and Vietnam oppose it.

After thanking France for the aid it has sent to Cambodian refugees, Prince Sihanouk insisted that the present government of Heng Samrin and his Vietnamese protectors should allow foreign aid to be distributed "directly to the starving and exhausted people in the pres-

Outclassed Militarily

Thais Face Hanoi Strength With 'Bamboo Diplomacy'

By Keyes Beech

BANGKOK, Nov. 25 — "If two Vietnamese armored divisions cross the Thai border at 7 a.m.," a Western military attaché said, "I'll guarantee you that they'll be in Bangkok for breakfast the next day, without leaving the main highway."

That sums up the prevailing view of the comparative military strength of Vietnam and Thailand, the two major powers of what is sometimes called the "soft underbelly of Southeast Asia."

"But there is nothing soft about the Vietnamese belly," said the military attaché, who has worked in both Vietnam and Thailand. "It's lean and hard. The Thai belly is not only soft, it's paunchy."

If the Thais seem nervous these days, it is because they face a new situation for which they are ill-prepared.

Next Domino

In 1975 when the Communists took control of Cambodia and Vietnam, many U.S. policy-makers talked of Thailand as the next domino in a Communist takeover of Southeast Asia.

That talk died down as the Communists consolidated their holds in the two countries. But it rose again after last winter's Vietnamese invasion of Cambodia which stopped only after driving the forces of Cambodian Premier Pol Pot to the Thai border. Now, for the first time, Vietnam and Thailand face each other across what amounts to a common frontier.

In meeting last month with Thai Premier Kriangsak Chavanan, the Vietnamese acting foreign minister, Nguyen Co Thach, said that Hanoi had no intention of invading Thailand. But the Vietnamese warned Gen. Kriangsak "not to play with fire" by lending comfort to the Pol Pot forces.

While few observers think that the Vietnamese will invade Thailand, military experts would not be surprised if Hanoi launched a limited strike across the border to "give the Thais a bloody nose and scare the hell out of them," as an attaché put it.

Militarily, the Thais are outclassed in every department. Their 160,000-man army is riddled with politics and corruption. Most of the country's 400 or so generals and admirals are concentrated in Bangkok, where business and politics are traditional military pursuits. Roughly half the Thai armed forces

and 40 percent of the army force are also in Bangkok, for domestic political reasons, not because life is more comfortable here than in remote border areas. "This army likes gracious in an attaché said."

U.S. arms shipments to Thailand have accelerated in recent weeks to match the rising tensions at the Thai-Cambodian border. At other things, the Thais received the first four of an order of 18 F-5E fighter-bombers. Thailand also has delivered the batch of a promised 150 new tanks. But neither the United States nor Thailand has any illusions about stopping the Vietnamese from crossing the border in force. The der — long, twisting and some ill-defined — is indefensible, most crucial sector. At best, troops could serve only as a fighting force.

By contrast, Vietnam is Southeast Asia's paramount military power, with close to 60 divisions, many battle-tested, and a 700,000-man and women army.

Hanoi has 200,000 men, many of its best divisions ployed against the Chinese on its northern border. It has 20 divisions or a total of about 180,000 troops committed to Cambodia, 50,000 more in Laos on the northern border.

Troops in Cambodia

Many of the troops in Cambodia are reported to be South Vietnamese conscripts with little training for their job. Some are sent and crossed the border, Thailand, but this is cold comfort to the Thais, who tend to regard Vietnamese as supermen, because of the outcome of the Vietnam War.

The Thais know that they have no hope of defeating the Vietnamese on the battlefield. They have fallen back on a strategy has served them well in the "bamboo diplomacy."

While voicing its stern disapproval of the Vietnamese conquest of Cambodia, Thailand officially adopted a policy of strict neutrality in the continuing fight between Vietnamese troops and Pol Pot Khmer Rouge guerrillas.

At the same time, the Thais have given aid and comfort to Pol Pot forces along the Cambodian border. And they have not internationalized — a Thai diplomat laughingly choked on the word — the Cambodian problem. "Today nearly everybody is about Cambodia. That's the problem," he said.

© Los Angeles Times

Blunt Reported Recruited After War For Secret Mission by British King

LONDON, Nov. 25 (AP) — Anthony Blunt, the British art historian who spied for the Soviet Union, carried out a secret mission in West Germany for King George VI soon after World War II to recover sensitive documents on the Duke of Windsor's relationship with the Nazi leadership. The Sunday Times reported.

Buckingham Palace declined comment. But the paper said Mr. Blunt's royal mission was confirmed by Lord Dacre, who as historian Hugh Trevor-Roper was an official of Britain's Secret Intelligence Service at the time.

The Sunday Times said the mission was also confirmed by the family of Prince Philip of Hesse, who is related to British royalty and kept the documents hidden in their castle near Frankfurt during the war.

The paper said King George, Queen Elizabeth II's father who

died in 1952, wanted the "Windsor File" to prevent it falling into the hands of the Americans and possibly being published. The documents apparently concerned contacts between the Duke of Windsor and Hitler which, were they publicized, would have seriously embarrassed the British royal family.

The Sunday Times said Mr. Blunt, a wartime British intelligence officer, was not suspected of being a Soviet agent when he was recruited for the Frankfurt mission.

Meanwhile, Mr. Blunt admitted yesterday that he had lied to reporters last week when he claimed his last contact with Soviet agents was in 1951. He said in a statement issued through his lawyer that Prime Minister Margaret Thatcher correctly told Parliament that he had helped Harold (Kim) Philby contact Russia in 1956 before he defected as the counterintelligence service closed in on him.

Societe Generale de Banque, Belgium's No. 1 bank, expands services in the United States.



The new representative office, headed by Mr. Adrien de Meirville, in the main link between the U.S. market and Societe Generale de Banque in Belgium. The primary purpose of this office will be to promote Societe Generale de Banque's foreign exchange, Eurocurrency and other international financial services to U.S. companies and institutions that are active in trade and investment in Belgium and in other foreign countries. Temporary address: 100 Madison Avenue (6th floor) - New York, N.Y. 10015 - Tel.: (212) 437-2297



Belgium's Societe Generale de Banque, founded by Mr. Robert van Boven, and its American subsidiary, Societe Generale de Banque (USA) Inc., are expanding their services in the United States. The bank's main office is in Brussels, Belgium. The American subsidiary, Societe Generale de Banque (USA) Inc., is located at 100 Madison Avenue, New York, N.Y. 10015. Temporary address: 645 Madison Avenue (6th floor) - New York, N.Y. 10022 - Tel.: (212) 686-6886 - Telex: RGA 236139.

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Obituaries

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Zaire's Mobutu Seen Likely to Survive

"If conditions get much worse," a stern diplomat here said, "some strike, a strike or demonstration, would set the whole thing off. All I need are a few grenades to panhandle the European expatriates and the whole thing would collapse."

**LOCATION : Théâtre, Agences
et par téléphone 225 44 36**

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1. *Journal of the American Medical Association*, 1997; 277: 1039-1043.

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Between Violence and Reason

It is getting harder by the day, but the obligation of Americans remains what it has been for three trying weeks. A decent concern for the remaining 49 hostages in Tehran requires restraint, and the recognition that words are still the main weapons in this war over the shah. The agitation of smooth-faced men in business suits can be just as reckless as that of a bearded priest in a turban, but diplomatic remedies have not been exhausted.

There will be time enough for recriminations "when this is over," Henry Kissinger remarked at the start of the crisis. Indeed there will be. But this episode is not over, making his more recent partisan outburst the more repellent. If Kissinger's place in its history, and in potential Republican administrations, cannot wait for President Carter's measured efforts to relieve the danger, then much more than an embassy has already been lost.

Ayatollah Khomeini surely knew that his threats of spy "trials" for the hostages would raise fears for their lives. He knew as well that blaming Americans and Zionists for the assault on Mecca's holiest shrine would inflame Moslem crowds the world over. It takes no special skills of statecraft to recognize a demagogue and to resolve to resist him. It takes a wise nation, amidst such provocation, to take advantage, with calculated delay, of his isolation even from normally sympathetic governments and his shrinking political base in Iran.

Carter could only respond as he did, with allusions to force and conspicuous maneuver of warships. But so long as the hostages are not harmed — those released report harsher treatment than had been assumed — there remains a chance of containing the violence that so many ambitions seem to find congenial.

As he has boasted, the ayatollah would find martyrdom appealing. If American bombs and bullets now drew Iranian blood, he might succeed in turning his people not only against the shah but against all the secular values of modern politics and economics. But the ayatollah remains for the time being a hostage of the spiritual code he preaches. He cannot exploit his prisoners and murder them, too.

The evidence suggests that both the priest and the president understood these larger stakes in their contest — even as they escalated the threats of violence last week. The shah, obviously with Washington's consent, let it be known that he hoped soon to return to Mexico. UN Secretary-General Waldheim revealed that he had opened a channel of communication with Iran's new Cabinet. The State Department offered to entertain UN hearings of Iran's grievances against the shah "in the context" of the hostages' release. And the apparent manager of Iran's latest government, Acting Foreign Minister Bani-Sadr, showed some interest in turning a contest over the shah's person into a contest over his money.

As many intermediaries have told the Iranians, there are ways to bring their charges against the shah before international tribunals and audiences. One approach that U.S. courts might consider would be legal claims on his exported wealth. To the extent that the shah's accountability to the Iranian people is a real concern — there were no demonstrations against Mexico during his sojourn there last summer — there still exist some paths through the international jungle that can avert a bloody showdown. But these paths of reason are not well marked. This is terrain on which all peoples are easily led astray.

THE NEW YORK TIMES.

U.S. Myopia, Inc.

Overturn any economic rock in the United States and you can find evidence of dismal economic performance. Since 1960, imports have risen from 5 percent to 11 percent of total national production while manufactured exports have fallen from 25 percent of the world's total to less than 20. Reversing this economic decline will require many changes, but most of the suggestions have focused on what government can do for the private sector — through tax breaks and research subsidies — rather than on what the private sector should be doing for itself.

Conservatives are right when they say that government cannot solve all the nation's problems. Government did not cause all of them, either. If the economy is not performing, it is in part because the private sector has not been performing well enough.

The comptroller general's office recently analyzed why the Japanese have been so successful in conquering U.S. markets while Americans have been so unsuccessful in conquering Japanese markets. There is no single reason, but a big factor is greater Japanese willingness to sacrifice current profits to future gains. They have been willing to invest in good service, quality control and design that will result in market penetration and profits some day but that until then must be

carried as costs. U.S. firms have been much less willing to do this.

This finding is confirmed when Japanese businessmen give their opinions about U.S. business. They do not rush to blame its faults on U.S. tax laws or other government action. They believe, rather, that U.S. firms are too preoccupied with maximizing short-run profits.

There are understandable reasons for the near-sightedness of U.S. corporations. They tend to employ chief executives for short periods of time and to judge them by how much money they earn while in office. The tendency of U.S. corporations to finance investments from their own savings may also be short-sighted. If tomorrow's investments have to be financed out of today's profits, firms are apt to slight current activities that would contribute to future profits. Borrowing from outside sources plays a much larger role in investment abroad, especially in Japan.

Government obviously has a large part to play in revitalizing the U.S. economy. But if private business fails to re-examine its own procedures to make itself more competitive against foreign rivals, no government program will succeed.

THE NEW YORK TIMES.

Diatribes and Nostrums

We thought we were prepared for the inevitable rhetorical excesses of a long presidential campaign. Thought we were prepared for the inevitable demonizing of U.S. business and the sentimentalizing by somebody who left a window open and felt "a genuine draft." But this past week was too much, too soon. One presidential candidate had the following statement attributed to him in his obviously frenzied pursuit of the White House:

"There's an amazing amount of mediocrity among even the top, top businessmen. I know. I've seen them. Ninety percent are mediocre, pompous, narrow, stupid Neanderthals."

As if that were not enough for one week, the same candidate turned back the political clock and further sermonized: "We're going to have to show a care and a concern and a compassion for people. We must not deny the needy the sustenance they require. We must show we can deliver aid and assistance more efficiently."

Who is this captain of hyperbole? This business-baiting, platitudinizing bleeding heart? Of course, you guessed it, John B. Connally, the former Texas governor and present Republican candidate for president.

Mr. Connally's lapses into oral overkill should probably be discounted, because their publication followed immediately upon a disappointing Florida weekend for the former Treasury secretary. In Orlando, Republicans

— all 1,357 at this event — held another of those apparently epidemic presidential straw votes. Only this one turned out to be the nuclear arms race of straw ballots. The Republican candidates, particularly Mr. Connally, spent money the way they say the Democrats do. The Connally campaign reportedly unloaded somewhere around \$350,000 to win 354 straw votes and second place behind Ronald Reagan.

Right now, by law each presidential candidate is limited to pre-nomination spending in Florida of about \$1,350,000. So Mr. Connally and his campaign, after the Orlando weekend, have spent about one-quarter of what they'll be able to spend legally. It may have been just a straw ballot, but \$350,000 is not hay, even in Houston.

Next March, 650,000 Florida Republicans are expected to vote in the real presidential primary. Whether you prefer the new math or simple arithmetic, you are forced to conclude that the Connally campaign must be more fiscally responsible if the former Texas governor is to score in Florida.

So perhaps the governor's dyspeptic diatribe against business leaders and the nostalgic nostrums about the needy should be overlooked. He did have a difficult week.

THE WASHINGTON POST.

In the International Edition

Seventy-Five Years Ago
November 26, 1904

WASHINGTON — Mr. Roosevelt's attitude regarding the trusts is stronger, if anything, than before his election. Action against the Beef Trust's violation of the United States court injunction is expected within a month. It is possible that the president will recommend to Congress, in his annual message, legislation preventing the trusts from crowding out the independents, and requiring that the sale of products shall be the same in one part of the country as in any other. This is the greatest club in the hands of the trusts to crowd the independents. It is thought that if such a bill can be passed, it will be a great advance in anti-trust legislation.

Fifty Years Ago
November 26, 1929

MOSCOW — Opposition in Russia to the present government policy, which is a development of the "right tendency," is being met in a giant campaign in the press, local branches of the Communist Party, and in speeches of the leaders of the government. The removal of Mr. Bukharin from the political bureau of the Communist Party is clearly foreshadowed in the attacks that have been made against the right movement, of which he was the leader. His membership in the Politburo in recent months has been purely nominal. Mr. Bukharin was once secretary of the Communist Party and is regarded as one of the most brilliant economists in the country.



The Choice the Queen's Surveyor Made

By William Pfaff

PARIS — The most striking thing about the Anthony Blunt story in London is that it was not really like a spy novel. Blunt behaved, he says, as a gentleman, an idealist. It was idealism, he says in the statement given to journalists, that made him a Marxist in the mid-1930s, and caused him to become a "talent-spotter" and spy for the Soviet intelligence service. But he did no great harm, he claims. He passed on military information at a time when Britain and Russia were allies. He indignantly denies that any British agents died as a consequence of his actions.

After the war, Blunt says, he changed his mind about the Soviet Union and stopped passing information. But in 1951 he cooperated in the defection of Guy Burgess and Donald Maclean. After that, he resisted interrogations by British counterintelligence, keeping his secrets until 1964 because of "personal loyalty." I could not denounce my friends. In that year he was again approached by the security people who offered him immunity, and he talked.

The affair has a homosexual element. Burgess and Blunt were close, although the latter denies that they were lovers. Maclean, although married, had been homosexually compromised by Burgess. One reads between the lines of Blunt's statement words written by E.M. Forster, the Cambridge novelist, who was for many years an influential moral figure in Britain's homosexual community.

Forster said something in 1939 that became famous: "If I had to choose between betraying my country and betraying my friend, I hope that I should have the guts to betray my country." He added that "such a choice may scandalize the modern reader, and he may stretch out his patriotic hand to the telephone at once and ring up the police. Love and loyalty to an individual can run counter to the claims of the state. When they do — down with the state, say I, which means that the state would down me."

Kept His Job

But of course the state did not down Blunt. That is exactly the reason for the present scandal. Blunt came out of it very well. He was given the job of Surveyor of the Queen's Pictures, kept it even after confessing, and was knighted for his services to art.

It looks as if he will not do badly, considering what is past. Forster, though, said something else just before his remark on friendship. He said, "I hate the idea of every great cause or creed there is 'something terrible and hard' for which the worshiper may one day be required to suffer." But in the case of Blunt, Philby, Burgess and Maclean, all worshippers of the great creed of communism, this hard thing was not required — unless permanent residence in Moscow can be taken as suffering. It may be. It seems to have finished off Burgess. Blunt also preferred to take his chances in London even though his Soviet contact ordered him to leave with Burgess in 1951. "I couldn't bear the thought of living in Russia."

No one suffered anything worse than exile. No one had his feet set into cement to be put into a lake. No one was dropped from a helicopter to speed the interrogation of his associates. No one had his fingernails removed or was connected to the electricity supply while being questioned. There were no "terminations with extreme prejudice" to use a phrase that is, regrettably, of U.S. origin.

Off to Beirut

Philby, under suspicion, nonetheless was sent off to Beirut with good jobs writing for The Economist and The Observer. He got away to the Soviet Union in 1953, according to one account, because when the intelligence service told him to come back to London for more questioning, he refused, and there was nothing to be done because it was foreign territory.

James Bond would have known what to do. Graham Greene, in his latest novel about British spies, "The Human Factor," has a bloodthirsty doctor in the security service who responds to the suggestion of a superior about the way to handle a Blunt — a suspected trait-

tor: "I quite understand. He should die quietly, peacefully, without pain, poor chap. Pain sometimes shows on the face, and there may be relatives to consider. A natural death." The chief says, "It's a bit difficult. I realize, with all the new antibiotics." The real Secret Intelligence Service seems not to have been up to Greene's standards of discreet decision and action. Its critics would seem, though, to have Greene-like standards. The SIS is said to have been slack, class-minded, in excusing Blunt, the vision, while lower-middle class spies like George Blake and William Vassall were locked up. No doubt there

is something in this. People do look after their own; class justice does function nearly everywhere, and certainly in England. Friends look after friends. That is what Forster was writing about.

Intelligence

The suspicion remains that none of this is quite important. It can be argued that spying in peacetime produces little that is useful. In peacetime — or Cold War — what is needed is not spies but intelligence, and intelligence comes from deep knowledge and understanding of a country and a political culture. It does not come from stolen secrets

or double agents. Good intelligence would have spared the United States its present grief in Iran. Spying was, and remains, irrelevant. There were all too many U.S. spies in Iran between 1953, when the shah was restored to power with U.S. help, and last year. There was at the same time a near-total lack of intelligence. That is a problem beside which double and triple agents, old-boy protection, Cambridge Communism, and the rest are trivial matters. And the more people concentrate upon spies the further we are from solving the problem of intelligence.

©1979, International Herald Tribune.

Looking to the White House

By David S. Broder

WASHINGTON — Say what you will about the imperial presidency, the place that people instinctively head when the country is in trouble is the White House. They go there seeking strength and self-assurance.

It was that way again this week, when the crisis in Iran was gathering. And it has been that way in the past. Richard L. Strout of the Christian Science Monitor, who, at 81 years of age, is probably the best and certainly the most provocative journalist in this city, remembers the other occasions. In his new book, "TRB: Views and Perspectives on the Presidency" (the title derives from the pseudonym he has used for the column he has written, as a sideline, in the New Republic for the past 36 years), he recalls some of those moments.

"On the night of Pearl Harbor, December 7, 1941," Strout writes, "I was one of the reporters huddled under the White House columns on the portico. Under a slight moon, the grim senators in overcoats rolled up

in their cars, to hear FDR tell them the horrid news. Some were isolationists who had said this was a 'phony war.' They came in silent and went out silent, and behind the iron fence a small crowd watched that, toward midnight, made an effort to sing 'America the Beautiful.' Nobody could sing 'America the Beautiful.' It quavered badly. It made me cry.

The Crowd

"The crowd was out there, too," Strout writes, "when they brought Jack Kennedy's body back. That crowd hunts the place. It always appears. It was out there when President Nixon fired Special Prosecutor Archibald Cox. It is an actor in the drama. When it materializes silent, steady, patient, watching all night — you know great moments of history are occurring."

It was like that again this week, as the drama in the Tehran embassy unfolded. Suddenly, the chatter of the congressional debate and the maneuverings of the presidential

candidates seemed petty and almost irrelevant. The country choked on its Thanksgiving turkey, the emotion making it hard to swallow. And the tourists, demonstrators and journalists, strout among them, gathered at the White House again.

At an age when most men are retired, if not in their graves, Dick Strout is now, active and pursuing his double-life in journalism as the uninhibited columnist for the New Republic and the wise elder of the Monitor's Washington reporting staff.

The day before Thanksgiving, we were together at a breakfast table as a pack of reporters quizzed retired Gen. Alexander Haig about his desire to become the 11th Republican in the presidential race.

Haig was in the White House, as Nixon's chief of staff, when Archibald Cox was fired. One of the reporters was unkind enough to recall Haig's efforts to rationalize that action as a necessary step to clear the decks for dealing with the oil crisis of those days.

But the general, his eyes flashing, said the people in the 34 states he has visited since returning from his NATO command are not concerned about his Nixonian past or his lifetime in the military.

He said the people of the United States, like the leaders of the allied governments with whom he dealt in Europe, are worried about the reverses the United States has accepted in its military and diplomatic tests with the Soviet Union, and its puppets. "The impact on American credibility has been devastating," he said.

Lack of Will

Yet, he insisted, in any real assessment of the strategic balance, the moral, economic, military and political advantage lies with the United States and its allies — not with the Soviet camp. All that is lacking, he said, is leadership with the will to mobilize these forces.

"There is a great deal of nostalgia for the Eisenhower period," he said. Strout asked Haig a pair of sharply worded questions about the general's opposition to the SALT treaty and was rebuffed by Haig for one of them, as if he were a raw recruit to the journalistic ranks.

Strout looked like a man who had seen it all before, had seen the magnificence of the White House and the public longing for the man who, sitting there, might have all the answers.

"That [Haig], he said as he pushed back from the breakfast table, 'is the wave of the future.'"

©1979, The Washington Post.

On the Fence

Maria Jolas (Letters, Nov. 15) is against "at the degree of barbarism displayed by the fanaticized mobs in Iran," and she is surprised at the official silence of our friends, now that our embassy people are being held as hostages unless we deliver the shah into the hands of the barbarians.

Actually, our friends are not behaving too badly. They are only sitting on the fence, still far this side of the point where they and Maria Jolas were when our boys were fighting to prevent millions of South Vietnamese and Cambodians from being delivered into the hands of people who would make them choose between death in gulags and massacres or a one-in-ten chance of escape in rotting boats or across mine fields.

HILAIRE DU BERRIER, Monte Carlo.

The Mood In Moscow Is Wintry

By James Reston

MOSCOW — The mood of the city in Moscow these days seems almost as bleak as the weather. Winter is coming, and the Central Committee of the Soviet Communist Party will be meeting in a few days over a tangle of problems for the 80s.

They are preoccupied, as always, with their domestic political concerns, and also with real and imagined nightmares of security on the eastern and western flanks.

First, the talks here with a Chinese delegation about the normalization of Sino-Soviet relations are not gone well. And second, they are alarmed by the prospect of a U.S. medium-range nuclear missile being deployed in Western Europe. The first outcome had been expected; the second is regarded as a crisis, threatening the whole pattern of strategic arms control.

In the talks on China, Kossygin made two proposals: first, that the side undertake not to attack the other militarily with nuclear, conventional or any other weapons; second, that neither should adopt policy of hegemony in Asia or elsewhere else in the world.

It is known that China rejects any discussion of principles in the Soviet government must carry preconditions. These included a demand that Moscow withdraw troops from Mongolia and end military aid to Vietnam. Moscow rejected these and all other preconditions, so the tension continues.

On the Soviet western front, U.S. missiles as a violation of the SALT agreement. The agreement was to change the East-West balance of forces, and they insist that weapons would greatly increase element of military accident.

They know, of course, that U.S. has intercontinental missiles targeted on key areas of Soviet Union. But they say if an intercontinental missile were to be mistaken toward the Soviet Union, there might be time — 10 to 15 minutes — to neutralize it. In contrast, they insist, an actual firing of a medium-range missile from Western Europe would take only from 2 1/2 to 4 minutes' warning — scarcely enough to avert nuclear strike and Soviet reaction.

This is a reasonable but one-sided argument, for it obviously ignores as well to the Soviet medium-range nuclear missiles targeted on NATO capitals. Officials here are tough about this, insisting that cannot talk about limitation of strategic arms with the United States and the NATO allies unless West agrees in advance not to play the medium-range missile short. Moscow rejects China's conditions for detente in the East but insists on its own preconditions in the West.

The merits of the question is this: a masterpiece of diplomatic mistiming. President Carter, the recent false crisis concerning Cuba, the dilemma in Iran — his prudent restraint has left open to the charge of weakness after his struggle in the Senate ratification of the strategic treaty with the Soviet Union — hardly likely now at the start of a presidential campaign to submit Soviet demands that he withdraw his proposal to deploy the new missiles.

By Way of Japan

I came here, by way of Japan, talk, by pre-arrangement in Washington, with officials here who have some vision of the world of the future. Where were we going in a world of shortages and terrorism? Did anybody in authority here let any new ideas about the world come?

The Japanese do. More than officials here or even in Washington they are fascinated by the possibilities of the 21st century, and are busy, planning and adapting the ancient culture to their new role as a modern industrial nation.

Moscow is quite different. It is making progress. There is a bit more freedom to travel here now. The people listen, without fear, to the Voice of America and the BBC. Housing is still a problem, but it lies now at least have the privacy of their own apartments.

But the government remains the same. Ask the leaders to speculate on the possibilities of the future and they tell you the '80s will be decades of unlimited military production unless Carter withdraws those damned new missile plans in Western Europe.

It is almost as if — as with new elements in the SALT debate — Washington — the puzzling questions of present world politics were too much for the leaders of the present time, and they allowed for the familiar but dangerous simplicities of the Cold War.

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by James R...

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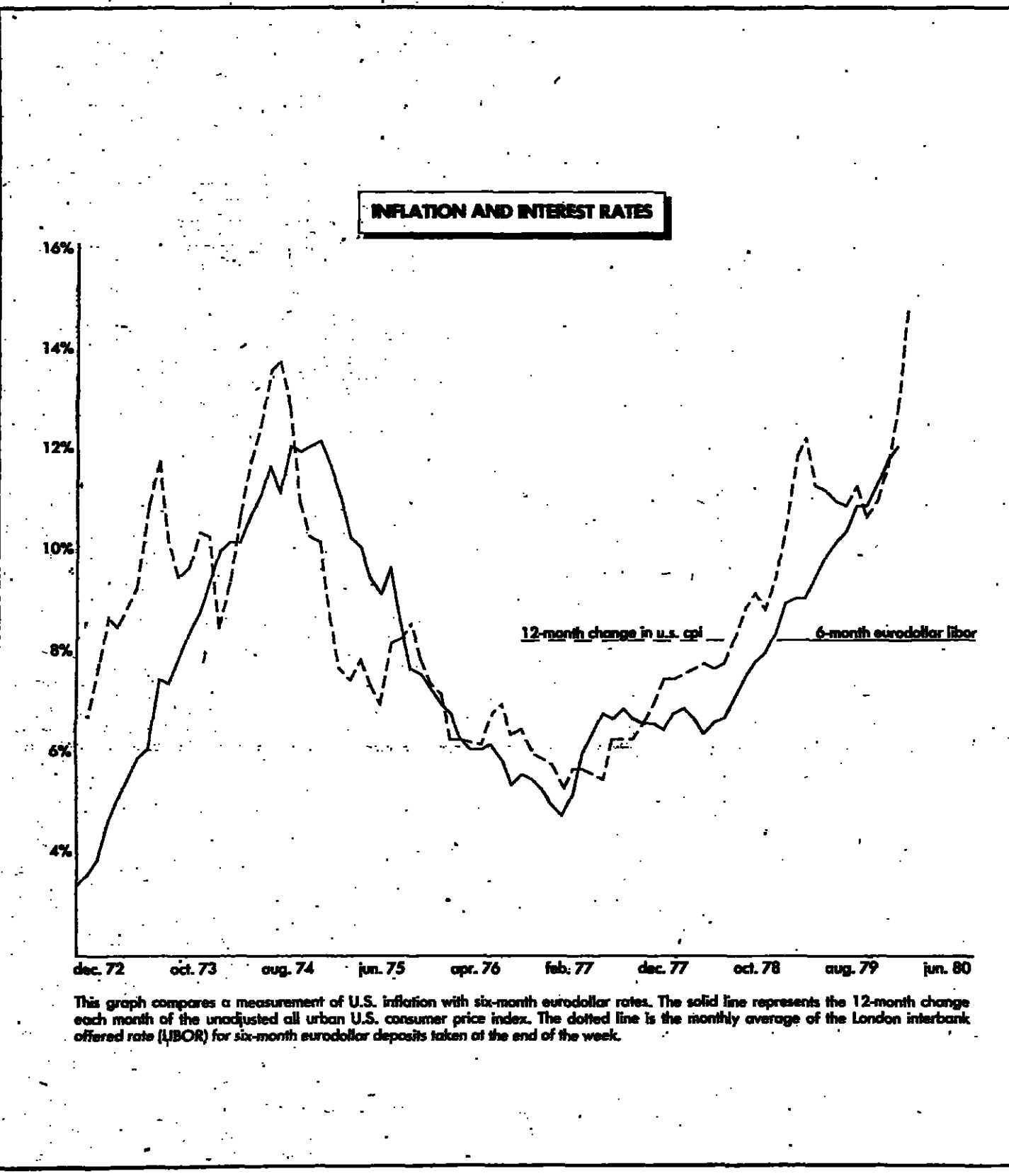
The Euromarket — 1979

Era of Restraint, Effort Looming to Halt Unbridled Growth

Decade of Easy Access Cheap Credit Ending

By Carl Gewirtz

PARIS (IHT) — A decade of easy access to cheap credit will end in the coming weeks. The era of easy credit, which began in the early 1970s, is coming to a close. The Euromarket, the home of European currencies deposited with banks outside the jurisdiction of central banks, as government and central banks move to control the money supply and growth of international trade. The era of easy credit, which began in the early 1970s, is coming to a close. The Euromarket, the home of European currencies deposited with banks outside the jurisdiction of central banks, as government and central banks move to control the money supply and growth of international trade.



Inflation Can Be a Guide To Future Yields, Prices

By William Ellington

LONDON (IHT) — An old and true cliché about bond markets is that inflation is the biggest enemy. Yet, inflation can also be a guide to the future as far as bond yields and prices are concerned. The investor who correctly anticipates changes in inflation can often defeat his traditional enemy. Generally, interest rates and inflation rates move together. The accompanying graph illustrates this quite well. It compares on a monthly basis the 12-month change in U.S. consumer prices with six-month London interbank rates (Libor) for Eurodollar deposits, taken as an average of the end-of-week rate during the month. The six-month Libor was chosen, partly because it tends to move broadly in line with the widely watched prime lending of U.S. banks, but also because it is a key rate in the Euromarket. Most of the time, syndicated Eurodollar bank loans are pegged to the six-month Libor and so are most floating-rate note issues. Many economists would say that the U.S. federal reserve rate (now called the all urban consumer price index) is not a very good indicator of the rate of U.S. inflation. Nevertheless, it is convenient and up-to-date. Moreover, it seems to work reasonably well in our illustration of the relationship between inflation and interest rates.

Lending to Comecon: 'Enough Is Enough'

By Alan Tillier

LONDON (IHT) — Bank of America Chairman A.W. Clausen had praise earlier this year for the Polish government's efforts to improve its trade position and, in so doing, ease its foreign debt pressure. There has been a new vote of confidence in the troubled Polish economy by Western bankers, but lending to Comecon countries in general remains surrounded by ifs and buts already discernible at the end of 1978. Then, lending to Comecon countries was still regarded as a good risk, despite increasing reservations of U.S. banks over declining spreads — the rates borrowers pay on loans over and above Libor (London interbank offered rate). The situation remained largely the same this year with U.S. banks agreeing to participate in selective loans, but the view is that lending to Comecon countries at 1/2 percent over Libor is bad business even if no one doubts the ability of centralized Communist regimes to switch priorities and repay debts that may look horrendous on paper. Some estimates put the total Comecon debt at \$60 billion, up from \$53 billion in 1978. But these are what bankers call "ballpark" figures. Borrowed money of the early 1970s has become due for repayment, but new borrowing is down. Little change should be expected in this year's final figures.

The astute Hungarians have been to the Euromarket for their almost traditional \$600 million a year — 'their ration,' as one European banker put it.

support from First Chicago and raised \$250 million. (This credit for the Czech Foreign Trade Bank was the first Czech state Euro-market credit organized by a U.S. bank.) What were the terms? As announced, they were 1/2 percent over the first five years of the 10-year maturity and 3/4 percent over the remainder of the period. "I heard it was 1/2 percent throughout," said a First Chicago competitor who was making the point that Communist state borrowers were constantly trying to drive down rates. The significant factor has been the absence from the Euromarket of the Soviet Union and the joint banking institutions it controls. The Moscow-based Comecon banks, IIB and IBEC, have been restructuring their debts, repaying ahead of time. Soviet repayments have been estimated at \$1 billion. IIB has raised \$100 million through American banks at the 1/2 to 3/4 percent level, but this was felt to be a case of "testing the water." Previously, the Comecon banks were known in the market for their \$500 million jumbo operations. "This latest borrowing was petty cash," said one London banker. Soviet borrowing has been affected by the rapid increase in the price of gold. The country is sitting on an estimated \$50 billion to \$60 billion worth of the metal. It has been selling quietly and using the money to repay hard currency debts which could now be down to \$8 billion or \$9 billion. The Polish debt remains on the order of \$15 billion to \$17 billion, but the collective view of London and Frankfurt bankers is that the Poles have done well this year in reducing their trade deficit to practically zero. The big U.S. banks have therefore made an

this mark in a \$200 million credit they obtained from a group of banks led by Credit Lyonnais. For its spring and autumn dip into the Euromarket, Hungary obtained fine terms of 1/2 to 3/4 percent for a conventional \$300 million syndicated credit organized by Morgan Grenfell involving European, Japanese and Canadian banks, and then a \$300 million deal tied to the U.S. banking prime rate, which, at 1/2 and 3/4 percent over prime, gave bankers, led by Manufacturers Hanover, a slightly better return. Yugoslavia, half in and out of Comecon, obtained a \$700 million, British-organized package at 1/2 percent and is currently negotiating a \$500 million refinancing deal through its "club" of major Western banks organized in this case by Chase Manhattan. The Yugoslavs with their many friends in the Western banking world have had a fairly easy time arranging these massive credits, at least until now. The danger is the Yugoslavs relative dependence upon the wavering West European economies. Bulgaria has topped the Euromarket for small sums, but Rumania has not had luck in its attempt to obtain the best rates — around 1/2 percent. A proposed Rumanian deal has recently been pulled from the market. With the U.S. banks generally standing firm on their demand for a spread of 1/4 percent over Libor, the absence of the major Japanese banks has proved another dampening influence on East-West borrowing. The Japanese have been barred, at least temporarily, from the market on orders of their Government, which is concerned about the banks' rate of lending. These banks have provided an increasing proportion of Comecon money during 1977 and 1978. Delicate deals are currently that much more difficult to conclude, given the enforced departure of the Japanese. Still, the Japanese have been largely responsible for driving down rates, so it is now up to Americans and Europeans to decide whether to fight for a return to 1/4 percent margin. "The market is beginning to turn upwards for us — at last," said one U.S. banker. These close with the East Germans hovering about

will gravitate toward 11.20 percent. This reflects the rate of inflation plus the real yield. To be sure, the relationship between nominal bond yields and real yields at any particular time depends greatly on the market's expectations about the future rate of inflation. The historic relationship between these two is only a rough guide. Price Forecasts Once we have bond yield forecasts, bond price forecasts are mechanical. This is because bond prices rise as yields fall and vice versa. The theoretical relationship between prices and yields is expressed in bond tables for yield to maturity calculations. Using these tables, we would see that if 10-year bonds are now yielding 11.75 percent, then we can make an assumption about bond prices on the basis of our hypothetical forecast of yields falling to 11.20 percent. For instance, if we take a 10-year, 10 percent coupon bond now yielding 11.75 percent and assume that its yield to maturity will decline by 55 basis points to 11.20 percent in six months' time, a glance at the yield table will show that the price must rise from 90 to 93. Thus, yield forecasts carry with them an implied price forecast. If an investor foresees an abrupt change in yields, then he should look carefully at the capital gains or losses implied by these forecasts. At times bond prices can move more than stock prices, although this is a rare occurrence. How should an investor go about forecasting inflation? The short answer is to look at published forecasts and then start making adjustments for what you read in this newspaper every day. Rule of Thumb As a rule of thumb, any analyst should be wary of government forecasts of inflation as well as those produced by government agencies. The reason for this is that government forecasts seem to hope that their forecasts will be self-fulfilling. For example, if a low rate of inflation is forecast by government economists, then labor unions may be less aggressive with their wage claims. At the same time, consumers may be less inclined to go on a spending binge, which would push prices up faster. If they believe that there is no real advantage in buying now because prices are likely to be stable. Moreover, from a politician's point of view, the electorate might suppose that the government is doing a good job if it is forecasting a lower rate of inflation. This could explain why U.S. government forecasts have consistently been on the low side, sometimes by a wide margin. Banks, brokerage firms and private research organizations are among those which produce serious inflation forecasts. These forecasts are usually based on a careful examination of money supply trends, an assessment of government budget strategy, changes in raw material and commodity prices, the rate of capacity utilization and many other inputs. Some forecasts also take into account structural changes such as a prolonged decline in the rate of capital investment in plant and equipment. Good as these forecasts are, they have to be adjusted for political developments. If government officials are insisting that inflation can be squeezed only "gradually" from the economy because stop-go policies are to be avoided, then investors must take heed. In this decade, there have been two abrupt and huge increases in world oil prices. By and large, bond and other financial markets reacted to these two developments only slowly. An alert investor, however, would have drawn his own conclusions even though forecasts at the time had not fully taken into account the inflationary impact of these oil-price increases. As the world has become economically more interdependent in terms of trade and capital movements, significant changes in interest rates, exchange rates and other market prices have occurred more often. The magnitude of the changes has been greater than in the past. It is not much of an exaggeration to say that the United States is no longer a closed market, which is in

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Euromarkets

The Prospectus: Its Preparation and Function in the Market

By J. J. van Marle

LONDON (IHT) — A prospectus is an objective document giving only factual information which should enable the investor to make his decision whether to invest in a given security.

In reality, the situation can be quite different. Investors read in newspapers about countries. They buy products of major corporations and they generally develop a subjective "feeling" for a particular borrower — which may play a much more important role in the ultimate investment decision of the individual investor.

The sponsorship of an international issue is another important factor, and the presence of well-known banks in the management group should give the investor the satisfaction that those banks have made an effort to assemble and assess the relevant facts to ensure that the borrower and the issue are in a proper shape to be brought to the international market.

In this context, the prospectus has an important role to play. It should summarize all the relevant information on the borrower. And the preparation of the prospectus gives the borrower and the sponsoring bank, together with their respective legal advisers and accountants, an opportunity to review this information.

Spadework

They will have to bring it up to date, ensure that all material facts are included and correct, and that the issue can be brought to the market and be attractive to the investor. The prospectus is therefore not only the convenient booklet in which relevant information is assembled. It is the evidence that the necessary spadework has been done, and that the essential thought has been applied.

There are three vital considerations to an issue, all clearly described — one hopes — in the prospectus. These are: facts on the borrower and the guarantor; details of the terms of the bonds being issued; the actual mechanics of the issue.

First, let us consider the general terms applicable to the bonds. The investor must look at the coupon. This will almost certainly be annual, in common with most Eurobonds: the convention is to calculate Eurobond yields on the basis of an annual coupon — i.e. a 10 percent annual coupon is said to yield 10 percent per annum, whereas a 10 percent semiannual coupon under this convention would yield 10.25 percent, owing to the accelerated receipt.

This is the reverse of the practice in the United States and British domestic markets, and is an important point when comparing different investments.

The amortization is extremely important, both in its timing and nature. A sinking fund commencing reasonably early in the issue's life, and retiring a fair proportion of the issue before final maturity, is considered to be a good discipline for the borrower. The borrower operates the sinking fund by purchases in the secondary

market, or, if the market price of the bonds is above par, through drawings by it, according to a set schedule.

If there is a purchase fund instead, the obligation of the borrower is to buy bonds in the market according to a schedule, but only if the bonds are trading below par.

Separate provision is often made for optional early redemption by the borrower. The earlier the right of first call, the less attractive this is. The premium over par payable for early call is rather low, in Eurobond issues, and usually declines fairly rapidly each year until par is reached.

This is far less favorable to investors than in most domestic bond markets, where the borrower usually has to pay a much greater penalty for early redemption.

Some bonds are issued as private placements, without a stock exchange listing, although, in other respects, they may be practically indistinguishable from a public offer. The absence of a listing, however, will mean that several institutional investors cannot buy the issue, which could lessen the marketability of the bonds.

Two features of Eurobonds are indispensable: they must be bearer instruments; and the coupons must be payable without deduction of withholding tax. It is worth checking in the prospectus that there is a provision, normally present, whereby the borrower undertakes to pay the same net amount to the coupon-holder, even if taxes are imposed. However, the normal course would be for the whole issue to be redeemed at once, and the terms usually include this power.

Last Resort

In the last resort, if a bond is dishonored, the bondholders will wish to sue the borrower. It then becomes crucial to know under which law the bonds are governed. One would normally expect to see U.S. courts or one of the leading European systems specified. Moreover, in the case of a sovereign borrower or guarantor, it is important to see whether any sovereign immunity which might have been claimed is stated in the prospectus to have been waived.

The borrower should look to see whether the bond is constituted with a trustee or fiscal agent. A trustee appointed under a trust deed acts on behalf of the bondholders, and has power to agree to minor modifications of the terms of the bonds and to convene meetings of the bondholders to consider major modification of the terms.

A fiscal agent, on the other hand, is broadly speaking, not concerned with the observance of terms of the issue, other than acting as agent for the borrower making payments to bondholders.

The legal and practical problems involved in giving specific, or even floating, security to an international issue, coupled with the usually good quality of the borrower, means that international bond issues are nearly always unsecured. There have been occasional issues

where security has been offered (for example, utilities where the international issue can be made using the same trust deed and security arrangements as a domestic issue), but such secured bonds are rare. The bondholder in an international issue is often protected by the "negative pledge," and almost always "events of default" clauses.

In general, Eurobond issues have a negative pledge, which only bars borrowers from offering security on other quoted international issues — at least without also providing for the issue under question to be provided with similar (or other acceptable) security.

Negative Pledge

Although this negative pledge is considerably weaker than those offered in many domestic capital markets, some people argue that a less restrictive negative pledge can be beneficial, not only to the borrower, but also to the investor, if a time comes when the borrower is going through a rough period. Too many restrictions may trigger "default" clauses too quickly, which may prevent being aided over a difficult patch with additional finance.

What is, however, very important, particularly with a weak negative pledge, is the presence of a "cross default" clause — i.e. it should be an event of default when any other borrowing becomes repayable because of inability to service that debt.

An investor in an international issue can get some idea of the borrower's credit by looking at the basis on which the company borrows domestically. If all the company's existing long-term and bank debt is on an unsecured basis, this will be of some considerable comfort, particularly if the notes to the financial statements (which should be fully set out in the prospectus) refer to any restrictions laid down by the terms of existing borrowings. (For example, as to a restriction on total borrowings or limits on the payment of dividends, or similar matters.)

Through the operation of a negative pledge and the cross default clause, the international bond investor obtains some benefit from the domestic restrictions. If, however, all existing borrowings (or a material part) are on a secured basis, the bondholder is less well placed.

Turning to the question of assessing the credit-worthiness of a corporate borrower, any general rules are difficult in the international market, because capital structures, acceptable levels of borrowing and, indeed, accounts, vary so widely from one country to the other.

Borrowing Level

It would not be surprising, for example, to see a much higher level of borrowing by a Japanese company than by a British or a U.S. company. Similarly, many European countries also accept a high level of borrowing.

In addition, an appropriate level of borrow-

ing will vary according to the business of the borrower. A business with a high degree of stability, such as a utility or mining project where the off-take is guaranteed under long-term contract arrangements, can afford, and will generally have, a much higher level of borrowing than a company in an industry subject to greater fluctuations in income and profits, like the motor industry.

Accounting conventions vary greatly between countries and, although Japanese companies are now moving over to fully consolidated figures, and the new EEC conventions will ensure greater conformity within Europe, it is likely that considerable differences will go on for the time being.

It would be quite normal in Britain, for example, for properties to be revalued, even for an industrial company, while a Swiss company would probably carry its properties (and often other assets) at an artificially low figure.

However, before turning to the financial figures, the first step in assessing a corporate borrower should be to read the description of the company and its business as set out in the prospectus.

Complications

It should be possible fairly quickly to get an idea of the business in which the company makes its money, and what its prospects are. An unduly long or complicated prospectus, with many footnotes and convoluted sentences — though not a clear indication of problems — should give rise to further questions.

The recent prospectus for the \$1-billion issue for IBM (albeit in New York) was only 14 pages long, and the information on the company was only two pages. No more was needed to give investors the information and comfort necessary to make an investment decision.

Similarly, recent Eurobond issues for borrowers like the Canadian Export Development Corp. and Sears Roebuck were made using the British domestic basis of an "Extel card" — i.e. all the information for the issue was included on two statistical cards of about 20 by 8 inches.

Main Criteria

The next step is to examine the financial information on the borrower. The figures should certainly be audited, and the report should be examined to ensure that there are no material qualifications or reservations by the auditors.

Otherwise, warning signals should be hoisted.

The main financial criteria used for assessing a borrower for the purposes of a bond issue are the capital cover and the income cover — i.e. the assets available (after deduction of all current liabilities) to cover the company's borrowings and, similarly, the income available before interest (and before taxation) to cover the interest due on all the company's borrowings.

These ratios should be treated with great reserve — different countries with different ac-

counting conventions consider different ratios acceptable.

Given all these reservations, a major U.S. or British industrial group would probably be considered overborrowed if it had a capital cover of less than the general order of two-and-a-half to three times — i.e. if, of the total capital employed by the company (including equity, preference capital and debt), debt comprised more than 33 percent to 40 percent.

There is no magic in these figures: they have to be assessed in comparison with other companies in similar industries with a similar economic background. A utility company, for example, will probably have a very much lower capital cover — perhaps down to 1.1/3:1 or lower — similarly, a major project with a guaranteed off-take at present prices might also run a very low capital cover — i.e. a very high gearing.

When assessing balance sheets and capital ratios, some items need particular scrutiny. Intangible assets like goodwill and trade marks are usually excluded and, in the case of calculating the capital ratio, should probably be excluded. Preferred shares have to be considered carefully. In some countries (notably Canada at present), they are merely a different form of bank debt, while in other cases, if they are participating and carry no automatic right to dividends, they are tantamount to equity. "Provisions" are, particularly in the case of some European companies, often hidden reserves to be drawn on in time of need.

Fixed Assets

Fixed assets are often stated below their real value. Sometimes, the insured value is stated, which often gives a better impression of the real value of fixed assets. Depreciation methods give a further indication of the degree of conservatism.

Likewise, income covers vary widely. A cover of three to four times would probably be considered the minimum, but even more than capital covers, these need to be considered in the light of the industry and the stability of earnings. And, most importantly, the point the company has reached in its cycle or trend of earnings.

Profits vary much more widely than movements in assets, and in some industries the profits themselves can vary by a factor of many times from the top to the bottom of a business cycle. The prevailing level of interest rates must be considered — if a lot of the borrowings are on a floating rate basis, the covers can deteriorate markedly just from the action of higher interest rates.

Similarly, the covers may look good if the borrower has a material amount of fixed rate debt that dates from those happy days when interest rates were low — does this fall due for repayment in the near future?

Have all items been put through the profit and loss account?

Some items may have been charged directly to the balance sheet and capitalized. Examples

would include research and development expenditure, and interest on construction by

rent.

There are no set rules for these items —

real sense of the transfer and the value of

asset being built up in the balance sheet and

considered.

Fluctuations

Generally, it is best to average the covers over, say, three years to cover fluctuations from one year to another. Where depreciation is thought to be over- (or under) stated, calculations can be done by also adding depreciation, to produce a crude "cash" interest cover.

While it should have become clear that it is not easy to value the credit-worthiness of a corporate borrower by just looking at the prospectus, it is even harder to base one's judgement purely on information given in a prospectus.

Detailed country risk assessment is the task of the commercial banker, who has varying degrees of access to sources of information. Products right through the world, the most developed countries in the world.

The task of the Eurobond investor is what simplified by the fact that only one with a fairly high credit rating tap the international bond markets.

Particularly in the case of supranational organizations, countries, provinces, or even of major developed countries, like the Bank, European Investment Bank, France, Norway or Britain, it is hardly necessary to study the prospectus carefully (although an example of well-documented country risk can be found in the prospectus for the bonds due 1985 and 1993 by Britain New York market of April, 1976).

Country Analysis

However, with the growth of the international capital markets, more and more developed countries are tapping this source of funds, and in these instances the investor is advised to have a careful look at the prospectus.

In conjunction with his value judgement, the investor should be able to reach an investment decision. He should guard himself against use of mechanical yardsticks, and the notion of overridable systems.

In conclusion, a Eurobond prospectus enables an investor to form the opinion that the borrower will have the capacity to pay the interest and repay the principal. If any doubt the securities should not be purchased.

Furthermore, a prospectus should be possible to compare the credit-worthiness of a borrower under consideration with other borrowers, thereby giving the investor the opportunity to make a judgement on the appropriate price of such a security.

(Mr. van Marle is a director of J. Schroder Wagg & Co.)

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Handwritten signature: J. van Marle

Euromarkets

Large Medium-Term Loans Syndicated at a Record Pace This Year

By Christian HERNAN

research and development on construction of medium-term Eurocurrency loans among banks occurred at a record pace during the first 10 months of this year. The amount of money available within the international banking system has remained relatively stable during this period. Conditions for bank loans have progressively improved in favor of the borrower.

However, the market appears to have entered a new phase. In the past, the return to lending has become so low that real interest rates have been negative. Secondly, monetary authorities in many countries have acted to restrict credit availability and in some cases have taken administrative action to limit international lending activity.

Consequently, the syndicated market's dynamism recorded between January and the end of last year could well have been a swan song. At the end of October, a noted slowdown in activity was observed, and what had been the "explosive" market since the beginning of 1977, was slowly turning into a "dead" market.

The case of large volume Euroloans signed in the first 10 months of this year reached a new peak. Investment Bank Ford \$83 billion. This represents a 35 percent increase compared to the \$61 billion for the whole of last year. The amazing performance of the market this year is the result of increasingly advantageous conditions available to borrowers because of the huge amount of liquidity held by international banks.

Therefore, borrowers continued to raise previous debts at better rates and did not hesitate to raise new cash. An example: At the end of last year, Brazil's entities guaranteed by the government had to add a margin of 1 1/2 percent above the bank deposit rates over 10 months, the Brazilian government was able to look for \$1 billion in 12 months with a margin of 1/2 percent during the first four years of the loan, and 6 percent for the remaining 16 years.

A prospectus with very few exceptions, it was the same story for borrowers worldwide. In all, 22 countries have been able to tap the market for more than \$1 billion each so far this year for the first time in the market's history, a single country managed to negotiate international loans in excess of \$10 billion — Mexico with \$10.4 billion. This figure accounts for a \$2.5 billion

facility for PEMEX via bankers' acceptances to be issued in the United States.

The newcomer of the year on the borrowing scene is China, whose debut totaled \$3.5 billion through 14 transactions, including a \$2 billion operation with a consortium of 30 Japanese banks. In the borrowing euphoria which prevailed, even countries like Ethiopia, Lesotho and Malawi were capable of approaching the market for syndicated Euroloans. What was considered to be a relatively limited number of members became more like Woolworth's, especially as the price of spreads tended to be uniform for everyone.

One really needed a Somoza incident to preclude Nicaragua from tapping the enormous pool of funds available to everyone else. The usual criteria for lending, i.e. creditworthiness, outstanding debts, balance of payments, political and economic situations, seemingly were no longer taken into consideration by the Eurobanker in their fury to get rid of their excess cash.

The atmosphere in which this record amount of money was raised varied during the first 10 months. Actually, the market went through three phases.

The first phase, which took place over the first half of this year, saw most of the United States banks abandoning their previous reluctance to follow the spread-cutting trend and accepting lending margins below the 1/2 percent mark.

At the beginning of April, Citicorp suddenly emerged as the lead manager of a 10-year loan for the Spanish Instituto de Crédito Oficial. The loan carried a split spread of 1/2 percent for the first two years and 3/4 percent for the remainder. The credit, which was initially proposed at \$150 million, was ultimately increased to \$180 million.

Two weeks later, Morgan Guaranty Trust Co. was, with Credit Lyonnais, the co-lead manager of a standby credit for Electricité de France arranged on the basis of a facility fee of 1/4 percent and, if the funds were drawn down, a spread rising from 0.15 percent to 0.35 percent. Here again, large demand enabled the loan to be increased from \$700 million to \$1.1 billion.

By July, however, the situation started to change for those debtors borrowing heavily at rock-bottom conditions, and the market entered its second phase.

The traditional participating banks, which provided a large part of the funds in small portions of \$1 million to \$5 million, vanished. It was still possible for countries like Argentina to raise a substantial volume but mainly through the management group. This evolution was understandable. The return for lenders was attractive, but only when the management fee was added to the meager spread.

The increasingly difficult syndication of transactions with too low returns for lending banks had the effect of multiplying the number of "club" deals, or Eurocredits fully underwritten by a small number of banks. Furthermore, lead managing banks tended to consider that syndication began as soon as they started to look for co-managers and no when ordinary participants were approached as was customary before.

The "club" deal system and the disappearance of usual providers favored the largest commercial banks because they had the muscle to underwrite considerable amounts. On the other hand, the borrowers did not realize that, by squeezing the traditional providing banks too much and by giving a kind of monopoly to a restricted number of big banks, they were achieving a sort of Pyrrhic victory. The limited number of lead managers will obviously rapidly reach their lending ceilings per country.

The third and most decisive phase began to develop last month. The Volcker package which was designed to reduce the expansion of the U.S. money supply, had an almost instant impact on foreign lending by American banks. One result of the Fed's measures was to increase the cost of funding for U.S. banks. Therefore, they became very cautious and stayed on the sidelines as far as Euroloans were concerned.

At the beginning of this month, the Japanese Ministry of Finance decided not to authorize the participation of Japanese banks in any foreign lendings until the beginning of next year. This decision was the final blow, the climax of a series of previous measures which had tended to restrict the involvement of Japanese establishments in Euroloans.

At the start of this summer, Japanese banks were limited to underwriting a maximum of a third of each international Eurodollar credit offered on the market. Two months later, this ceiling was lowered to 20-25 percent. Soon after, Japanese banks were requested to ask for specific authorization from their Ministry of Finance for each loan in which they wished to be involved.

These different guidelines negatively affected the outcome of most of the loans with Japanese participation because, when the deals were completed, the precise volume of Japanese underwritings was always in question.

However, as long as the Japanese banking community was permitted to take 20-25 percent of a Euroloan, this certainly ensured the placement of the ultimate portion for which traditional providers were difficult to find.

By obliging the Japanese banks to file an authorization, Tokyo's Ministry of Finance had already slowed down the speed of Japanese involvement in such credits. But, by refusing authorization until the end of this year, Tokyo has drastically changed the entire face of the market.

With U.S. banks already on the side-lines for cost of funding reasons, and most of the other Eurobanks having restricted their market activity because of the too low returns, the Japanese move is expected to check the pace of international lendings.

More important, conditions are likely to become less advantageous for borrowers, this putting to an end the borrowers' market which started to develop at the beginning of 1977.

Tokyo authorities made one exception in favor of the Republic of Brazil's jumbo \$1-billion loan. Four Japanese banks were permitted to participate. However, this dispensation was tempered by the relatively modest authorized amount to be underwritten: \$125 million between the Bank of Tokyo, Fuji Bank, Industrial Bank of Japan and the Long Term Credit Bank of Japan, instead of the initially anticipated \$300 million between the latter three. In fact, each of these three were permitted to underwrite only \$25 million each, with the booking of the remaining \$50 million being allocated to the Bank of Tokyo.

The first consequence of the change in market conditions following the U.S. and Japanese moves has been to halt the fall in margins which has been uninterrupted since January, 1977. On the other hand, this does not mean that spreads are likely to rise immediately. The return to healthier conditions for lenders should emerge first through shorter maturities.

(Mr. Hernan is the editor of the *Agefi International Bond Letter & Eurocurrency Financing Review* and founder and president of *Capgem International Finance Data Inc.*)

'The Lines From London Are Engaged. Please Try Later.'

By Donald GRIMWOOD

LONDON (IHT) — "Lines from London are engaged. Please try later." This tape-recorded voice has its counterpart in other languages in other countries.

The overloading of telephone lines partly reflects the fact that working hours, lunch hours and different time zones conspire to limit the time when individuals in different centers are simultaneously at work and can communicate with each other. For instance, when an Englishman arrives at his office at nine in the morning, only two hours will elapse before his French colleague leaves for lunch. When the Frenchman returns, his English counterpart may be just sitting down for his lunch.

Most Eurobond dealers would agree that three essential requirements of a dealing room are a good communications system, a fast two-way information service and economic and efficient settlement.

In recent years, much emphasis has been placed on the development and improvement of the last two. A great deal of thought and effort have also been expended on the advanced equipment needed to keep pace with ever-mounting office costs and the need to deal economically with increasing volumes of transactions.

In many cases, the result has been a hotchpotch of computer applications, residual outdated office procedures and well tried and often jealously preserved trading techniques. All this against the backdrop of a hopelessly overloaded public communications network.

It provides for free dialogue trading where a dealer is able to have direct contact with a market maker. Telephone trades may be booked through the system at reduced cost and in addition, the computer will accept orders given by telex. Much of the information provided is closely related to the dealing function. For example, the system supplies a market maker with confidential in-house information which shows the position and cost of each quoted bond, details of recent transactions, yields and conversion premiums, and other relevant details.

All participants have access to indicative quotations, details of specific bonds, new issues, general market news and a range of related items of interest.

As a computerized information and trading system, Eurex is designed to improve communications in the market, but not necessarily replace the personal contact of a telephone conversation. Eurex consists of a network of international leased lines connecting most of the European financial centers with a central processing unit in Luxembourg.

It has on-line links with the clearing houses, and its purpose is to cover the whole range of information, trading, and back office services for the Eurobond market.

Various keywords are used which are sufficient to complete a normal transaction as well as the settlement and confirmation but, if a particular reference or condition is called for, both participants may send short free messages.

Despite the fact that most dealers do not take kindly to the use of visual display units and a vocabulary containing keywords and mnemonic codes, many are now taking the view that the advantages of the system outweigh the initial inconvenience of learning how to use it.

Many accept that, for example, the necessity of telephoning market makers in three or four countries merely to obtain an indicative price is not an economic proposition.

Looking further ahead, the computerized dealing room will involve a whole range of new services which, in the near future, could include portfolio management, foreign exchange, domestic bonds and shares, and the extension of the system into other networks.

Before going any further, there will be many problems to tackle. At least of all, the question of intercommunication between computers. Computer technology is being developed at a revolutionary pace by a highly competitive industry. It would seem reasonable for makers of the Eurobond market to insist that any new computer systems being developed for their use also be compatible with those used by other members of the community.

(Mr. Grimwood is a director of Eurex.)

Most Eurobond dealers would agree that three essential requirements of a dealing room are a good communications system, a fast two-way information service and economic and efficient settlement . . . emphasis . . . on the last two.

bond market. It enables dealers to enter orders which are broadcast to the market makers, subject to any dealing condition they wish to impose.

At present, the dealer is under greater pressure than ever before, contending with escalating costs, high interest rates, restrictions on dealing imposed by his own company and a market, which, because of its size and geographical location, becomes more unpredictable each year.

Concentration

When trading conditions are difficult and circumstances demand a high level of concentration, some dealers have little inclination to depart from a familiar and highly individualistic style of dealing. As a result, computer assisted dealing has received a mixed reception.

One particularly emotive reaction has been that it removes the personal contact of a telephone conversation and thereby does away with the power of persuasion and the ability to "read" a counterpart.

This is perhaps a slight overreaction which has obscured the fact that the system was designed to incorporate telephone trades as well as to supply additional forms of communication.

It is true that computer language in this sense is impersonal and limiting in use. Invariably there are occasions when it is essential to use normal speech. This difficulty has, to a large extent, been overcome by the introduction of a facility for free dialogue that enables a user and a market maker to contact each other direct through the central processor.

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Euromarkets

Portfolio Managers No Longer Holding Bonds Until Maturity

By Joseph N. Cohen

LONDON (IHT) — Bonds used to be bought and put away in the closet until maturity. Equities represented speculation. Bonds signified conservatism.

Conservatism meant not only that one was likely to be repaid when the bond came due, but, since in the long run we are all dead, that bond prices would be relatively stable in the meantime. This was true in the halcyon days immediately after World War II when the Federal Reserve pegged interest rates in cahoots with the Treasury, but since then, interest rate fluctuations have become progressively greater and cycles more compressed. For better or worse, portfolio managers have been forced to perform, particularly under the scrutiny of the actuarial mandarins comparing the records of rival money managers.

It is a bit chicken and egg to speculate whether methodology was developed to meet these practical pressures or whether the ideal of active bond portfolio management was only actualized after the relevant mathematical techniques were refined. A vast literature — some of it extremely abstruse — has proliferated and percolated down to money managers in simplified form.

The concept of yield, which reflects the principles of compound interest, is the starting point of any inquiry into fixed-income portfolio theory. Unfortunately, it is often invested with an almost religious significance, as though the true value of a bond were a simple function of certain yield calculations. A rudimentary examination of the underlying theory, however, reveals that yield concepts are convenient fictions — which can only predict actual returns in an approximate sense.

Trivial Truth

This uncertainty principle is not merely a corollary of market inefficiency — i.e. that many investors buy and sell bonds oblivious to yield considerations, or, more charitably, to total yield considerations — but a necessary consequence of the uncertainty of future interest rate movements. It is a trivial truth that portfolio managers no longer hold bonds to maturity.

There is a natural inclination to prefer high coupon bonds which can be explained psychologically as indicating a preference for near term rewards — i.e. a stream of regular interest payments as opposed to capital gains at some point in the future. One could also argue that there are good mathematical reasons to prefer high-coupon bonds in a high interest rate environment since one will be able to reinvest coupon income at relatively high interest rates.

The notion of current yield, or "running yield" in British terminology, reflects this interest in current income, but it fails to take into account the capital gains element implicit in any fixed income investment.

Current yield is analogous to dividend yield calculations for equities — i.e. we divide the coupon by the price of the bond. For example, if a bond carries a coupon of 9 percent and is currently valued at 90 the current yield is 9/90 or 10 percent. One should note that maturity considerations are irrelevant to calculations of current yields.

Bond, unlike equities, have a well-defined, explicit price appreciation/depreciation element built in (depreciation if one purchases the bond over par) assuming, of course, that the borrower is solvent and able to redeem the bonds at maturity. Sophisticated investors should, therefore, take into account this lump-sum capital gain/loss on redemption in assessing the relative merit of fixed-income investment.

Cash Flow

The concept of yield to maturity, which takes into account full cash flow on the basis that interest compounds at a specified rate over the life of the bond represents a more accurate measure of return available. Many professional investors fail to realize, however, that yield to maturity only gives a correct compound rate of return if the interest income over the period is reinvested at a rate exactly equal to the yield to maturity itself. Hence my earlier comment that high coupon bonds should prove more attractive in a high interest environment since one is compounding from a higher base.

The following yield to maturity

comparison between a deep discount bond and a high coupon bond reveals the trade-off between the interest element and the capital gains element in any yield calculation.

	Price	Yld. to Maturity
International Widget 4% 11/1/89	82.61	10.00%
United Exploit. 9% 11/1/89	93.71	10.00%

Both issues yield the same 10 percent to maturity, although the capital gains contribution in the International Widget case is almost 10 times greater. Accordingly, for those investors who are taxed at a lower rate for capital gains than unearned income low coupon bonds tend to be more attractive, assuming that the yields to maturity on such investments are not sufficiently below current market levels to offset this advantage.

Because the capital gains element represents the present value of the lump sum payment which is deferred beyond the stream of interest payments, the application of a different discounting factor has a greater impact on the capital gains component than on the income stream. A change in the overall level of interest rates, which reflects investors' acceptance of a certain return to a specific point in time, will, therefore, impact low coupon bonds more than high coupon bonds of the same maturity.

For example, if investors now require a yield of 12 percent to hold 10-year bonds, up from 10 percent previously, the price performance of

International Widget 4 percent due Nov. 1, 1989 will be significantly worse than United Exploit. 9 percent due Nov. 1, 1989:

	Price to Yld. 10%	Price to Yld. 12%	% Change
International Widget 4% 11/1/89	82.61	84.12	-1.83%
United Exploit. 9% 11/1/89	93.71	92.80	-1.70%

The concept of volatility relates given changes in yield requirements to various characteristics of a fixed-income investment — particularly coupon, maturity, and general yield levels. If we hold two of the three values constant, all things being equal, a bond's volatility will increase:

- the lower the coupon
- the longer the maturity
- the higher the initial yield level

The impact of maturity can be seen from the following example:

	Price to Yld. 10%	Price to Yld. 12%	% Change
International Widget 4% 11/1/84	92.28	85.28	-7.59%
International Widget 4% 11/1/2009	81.87	87.88	-14.55%

Volatility clearly is a two-way street, which explains why portfolio managers tend to concentrate their attention on the longer end of the market when they turn bullish. However, the shape of the yield curve is an equally important determinant in investment decisions since interest rate requirements do not change equally through time along the maturity spectrum.

In the current environment, for example, we have a monotonically inverse yield curve — i.e. yields decline continuously as maturities lengthen. Two-year U.S. Treasuries today yield 12 percent, 5-year Treasuries 11.10 percent, and 30-year Treasuries 10.40 percent. Yield curve analysis has to take into account many factors of which varying influence depending on which area of the market we are focusing. Inflationary expectations would tend to have a greater effect

on longer maturities, for example. We can easily imagine a bull market scenario for 1980, which would favor intermediate term issues at the expense of long bonds, contradicting the simple wisdom of buying the long end of the market in a bull cycle. If the expected U.S. recession is deeper than currently envisaged and credit demands drop off markedly, it is likely that short-term rates will fall dramatically from current levels, dragging down intermediate term yields with them.

Understanding that the concept of yield to maturity is a convenient fiction (since a variable reinvestment rate will apply on any received throughout the life of the issue), we should also take into account certain extraneous factors beyond the investor's control — features and sinking fund/paying fund redemptions.

(Mr. Cohen is a general partner Kuhn Loeb Lehman Brothers in national).

Dealer Technology of 1989

By Stephen Herman

LONDON (IHT) — Technology has a distressing habit of making progress in huge leaps. But, fortunately for the average dealer-in-the-street, technological developments have not exactly come bounding into his or her daily life. Instead, the technology that has been developed over the past decade has insinuated itself into the dealing room in a dignified and almost civilized manner.

Dealing rooms trading every sort of foreign exchange, monetary instrument, stocks and commodities have been gradually equipped with technological marvels to facilitate branch to branch communications, trader to customer communication and inter-office communication — the latter not always successful. You often hear, "We can find out what the dollar is doing in Manila in two seconds flat, but it takes three days to get a note to the fourth floor asking for the broken coffee machine to be repaired!"

Pesos to Pork

There are now computer displays of news and of information on a bewildering variety of subjects from the Argentinean peso to frozen pork belly futures. Banks already have access to an automated settlement system and the "electronic telex," which will speed communication and the completion of deals even further, is about to be introduced.

Many trading rooms have in-house computers holding client records, dealing limits and trading positions as well as simple tasks such as foreign exchange calculations or interest yields. Indeed, fully automated dealing systems which will match bids and offers entered into the system while taking account of individual limits and the quality of names, are being developed.

Microprocessor

The microprocessor is going to make itself felt more quickly than previous developments not merely because of genuine opportunities to save time, effort and costs but also because it is going to be cheap. And successful dealing is about not being at a disadvantage to your competitor.

So what might a dealing room look like in 1989 and just how might the dealers be earning their living? A retired trader visiting his former dealing room in a

decade would be struck first of all by the relative peace and quiet compared to his day. He may also be surprised at how tidy everything was, no clutter, wires and cables and scatters of papers and computer printouts.

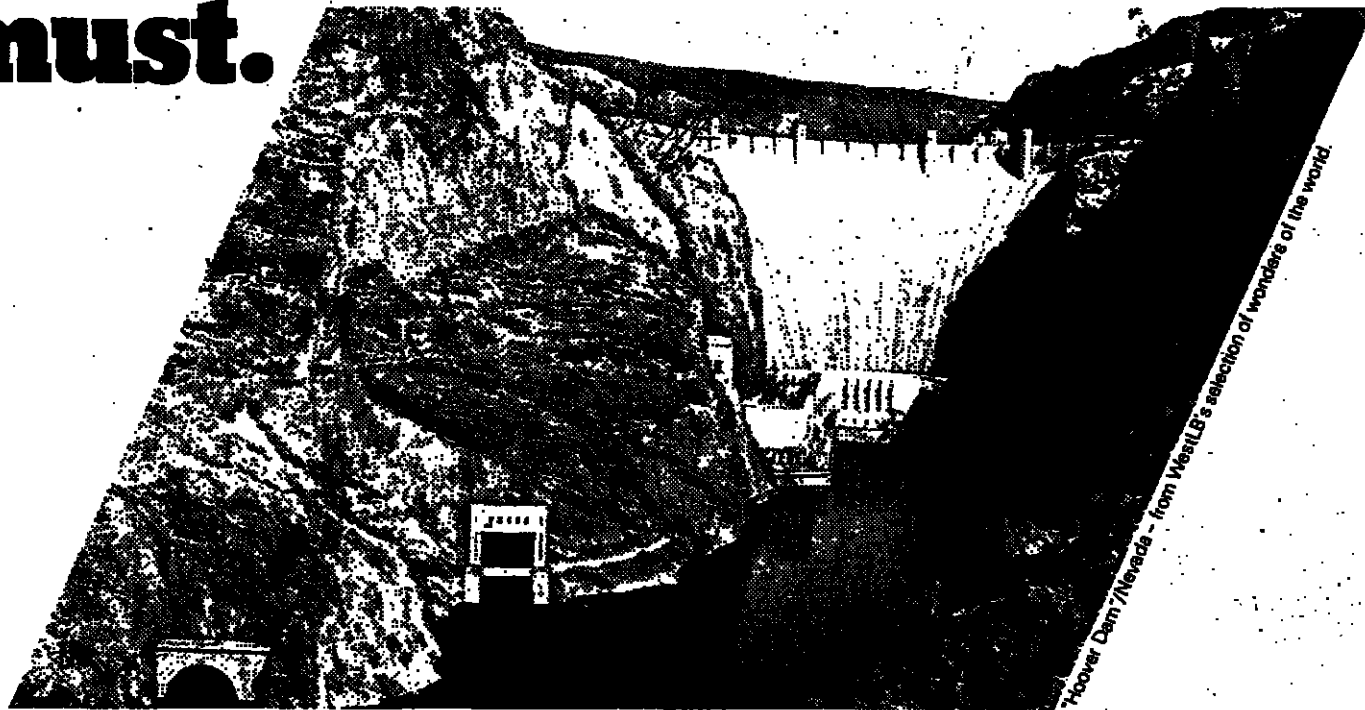
There would still be plenty of noise from the shouting bids and offers, but a marked absence of background chatter of telexes, teleprinters and agn boxes. He would find perhaps half the dealing staff duty, each dealer sitting in front of a screen a millimeter thick with a small keyboard on the front of him. This single terminal (actually a very sophisticated micro computer) will give the dealer access to a variety of rates and information from informants round the world.

If the dealer is in an overseas branch, he will access to the complete head office data base, including the economic models on which group's trading is based. To inform the world of the rates at which he is prepared to buy or sell, he will merely have to type his prices to the terminal to have them displayed. He will be able to complete deals by speaking some such as "At X, I buy Y" and letting the computer match up his bid or offer with the best counter offer available in the system, subject to whatever restrictions he murmured to the terminal that morning. Once a counter party has been found, confirm and settlement will be handled by the system, paperwork will be necessary. In quiet moments, he even be able to read the pages of this publication on the screen.

If the dealer wants to find out about market movement, the roof-top dish will enable him to contact any financial center with ease. He will not readily create the frustration of wanting to deal but being able to make contact with anyone. He will not understand how it was that his retired colleague was "stuffed" because he did not know what was going on. He will make jokes about how easy it must have been to make a turn when the spreads were so wide. He undoubtedly work from home some of the time: the same terminal his wife uses to order the goods. When he is fed up with the television program, he sits and watch the dollar or commodities trading on other side of the world.

(Mr. Herman is a director of AP-Daw Jones Ltd.)

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Euromarkets

Trading Prices Occasionally Defy the Laws of Market Gravity

By Charles R. Geisst
LONDON (IHT) — In the Eurobond market, as in all bond markets, one maxim holds true: When interest rates rise, bond prices fall. Despite this, prices on certain bonds occasionally defy the laws of market gravity and trade far

above their sinking fund redemption provisions attached. These provisions set aside a specific amount of bonds to be redeemed prior to maturity. By doing so, the ostensible maturity date on the bond is actually reduced and a 15-year bond may in fact only have an actual life of 11

years. Most sinking fund provisions state that the call will retire X amount of the bonds at par value. If the bond price is currently at 90, the holder stands to make a 10 percent capital gain if he purchased them at that discount.

In a nutshell, it can be seen that there is an opportunity for capital gain if an investor recognizes these facts and is quick to purchase at a discount. However, the actual mechanics of sinking fund redemptions show that not all issues with sinking funds, or other optional retirement provisions, will move to an artificially high price vis-a-vis those issues with no sinking fund provisions attached.

Expatriate

The Eurobond market has witnessed a large number of bonds issued with sinking funds, especially in the dollar and Deutsch mark sectors. This is due to the expatriate nature of the market and to investor preferences as well. Since Eurobonds trade outside domestic markets and normally have been issued at a slight risk premium to reflect this, sinking funds give the borrower some relief prior to the stated maturity in the event interest rates fall in the future. And Eurobond investors tend to prefer shorter maturities than those normally associated with the long-term structures of some domestic markets. Sinking funds satisfy both conditions.

Sinking fund calls are again becoming an important factor in the long-term compartment of the market. They retire a stated percentage of an issue, beginning several years after the issue date. During the interest rate shakeout of 1974-75, issues of long-term Eurobonds (10-15 years) became something of a rarity since conditions were not conducive to long-term borrowing. Beginning in 1976, long-term issues again became more common, and many initial calls will take place next year.

The redemption call itself normally takes the form of a retirement whereby the borrower will draw the stipulated amount of bonds by serial number and call them in at par. The actual call price is determined at time of original issue and can vary by a percentage point or so over the actual number of years the sinking fund operates.

In order for the bond price to rise artificially above the level of comparable counterparts in the market,

the sinking fund redemption will have to be of sufficient size in order to appeal to the investor. An example of how the process works illustrates both the potential benefits and pitfalls.

An investor finds that a 9 percent, 15-year bond is currently trading at 90 in the secondary market and has a sinking fund redemption due shortly, at par. The original issue was for \$50 million and the call will redeem \$5 million for each of the next 10 years. In the first year, the investor has a 10 percent chance of being called and 12 percent in the second year. As years pass, the probability obviously becomes greater. When combined with the current yield on the bond (10 percent), this possibility can present a high return on his investment.

However, if the calls are for smaller amounts, the probability becomes poorer and there is less likelihood that investors will purchase these bonds in anticipation of the call. As a result, bonds with small sinking funds in proportion to the total issue will have prices in line with the market.

The attraction of a callable bond must be understood within the con-

The reason that some issues are able to defy Newton's law is that they have sinking fund redemption provisions attached.

These provisions set aside a specific amount of bonds to be redeemed prior to maturity.

text of the funding costs of the investor in addition to current yield and potential for capital appreciation. The purchaser might have to borrow the funds to make the purchase and this factor becomes crucial in the decision making process.

Under normal interest rate conditions, where the yield curve slopes upward, the investor could borrow short-term at less than the bond's coupon rate and completely fund

himself plus make a small differential on the spread between the two rates. But under present market conditions, where short-term rates are higher than the long-term, or negatively sloped, funding is more expensive than the coupon yield and such a strategy becomes virtually impossible.

Thus, it can be seen that, given favorable conditions, investors can gain by buying bonds in antici-

pation of sinking fund calls. But one other factor enters here which tends to reduce the obvious probabilities, making the likelihood of profit less appealing. Simply, what is good for the investor is also good for the issuer. The borrower itself may decide to utilize the same discount market conditions in order to save money on the sinking fund call.

Many bonds with sinking fund provisions also contain an optional purchase clause giving the borrower the right to purchase bonds in the market in order to satisfy retirements. Naturally, this will vary from issue to issue in both the dollar and mark sectors. But in most cases, the issuer can utilize the same market conditions that attract the private investor.

Such actions on behalf of the borrower are exercised by its agent bank. When a bond slips to a discount, and the indenture permits, the agent may purchase them in order to satisfy the mandatory sinking fund redemption. Obviously the buying by the agent will raise the price in the marketplace but the price will again settle down after the activity ceases.

There is also an opportunity for investors to make money in this

process if they offer their bonds for sale after the agent bank decides to act. But the profit would be much smaller than the 10 percent appreciation in the example used above if the sinking fund alone was operating, perhaps only three points as opposed to the full 10 points.

The only time sinking funds would take precedence over optional purchase funds is when bond prices move up as general interest rate levels begin to decline. Then it would be feasible to allow the sinking fund alone to operate at par rather than purchase bonds at perhaps a hefty premium.

Thus, it can be seen that the investor can take advantage of discount prices vis-a-vis sinking fund redemptions if his sense of market timing and expectations are correct. But it must be stressed that his major competition under discount market conditions normally has a huge amount of buying power at its disposal which can virtually erase anticipated gains if market conditions should suddenly change.

(Mr. Geisst is an investment analyst at Orion Bank and author of "Raising International Capital: International Bond Markets and the European Institutions.")

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Euromarkets

Unsettled DM Market Agitated by the Political Events in Iran

By Darrell Delamaide
FRANKFURT (IHT) — The uncertainty thrown up earlier this month by the U.S. block on Iran's bank assets and that move's consequences for investment policy of other oil exporters agitated further the rather unsettled market for deutsche mark Eurobonds.

The sharp climb in German interest rates from the beginning of the year peaked during the summer, but was reversed again with the "Volcker packet" in October so that the market once again is seeing 8.5 percent coupons for domestic issues and this time for the Euromarket as well.

Meanwhile, the heavy writeoffs occasioned by the drop in securities and the squeezed interest margins have slashed bank earnings, which are expected to show their lowest level, relatively speaking, in many years. A further, and very important, problem for the major German banks is the heavy cost of the financial restructuring planned early next year for the ailing AEG-Telefunken.

The earnings crunch has, if anything, made the banks more aggressive in international markets. Some banks, as a result, have forgotten how to read unwritten rules, and the participants to gentlemen's

agreements have occasionally acted in an ungentlemanly fashion.

The German central bank, the Bundesbank, has mercilessly tightened bank liquidity throughout the year, while moving at the same time to clamp down on the ways and means by which foreigners acquire mark assets.

Market operators are hesitant to make predictions in such an unsettled situation. The Bundesbank's discount and lombard rates probably is the last major credit policy decision for the year. Dealers expect capital market rates to remain fairly stable at a high rate through the turn of the year.

Without the Iran wrinkle, then, it would have been a question of how the market evaluated the effect of the new U.S. Federal Reserve policy on the dollar and what happened to U.S. interest rates.

"It all depends on what happens in America," commented the chief Eurobond dealer at one of the major Frankfurt banks.

"If the American measures work, then there will be a dramatic turnaround," reckoned a new-issue manager at another institution. He notes that the anomaly of short-term rates topping the long-term has put a lot of investors in a hold position. "There's no urgent selling," he con-

tinued, but noted that the market has turned relatively soft.

The erratic turns in issuing volume this year — from 1 billion marks in May to 300 million marks in June back up to 1 billion marks in July, for instance — reflect the unsettled nature of the market. This is not likely to change.

The pressure of the situation has heightened the competitive tension among the banks, which has erupted in disputes which could not be completely muted. Some have created bad blood that will not be easily forgotten.

A recent incident was the public issue last month for the African Development Bank for 100 million marks for eight years at 8 percent. Lead manager was DG Bank. The African lending agency made its debut in the Euromark capital market in May, with a similar offering, only under Deutsche Bank management.

There is an unwritten rule among the German banks that one does not take away another's customer in the public issue market. Even though regular borrowers, like the supranational lending agencies, may tap various management consortia for placements, the borrower is expected to be faithful to his lead manager for public offerings and the other banks are expected not to cuckold their colleagues.

"The African Development Bank apparently wasn't educated properly about the customs here," sniffed a participant in the original management consortium.

Nor has DG Bank, a latecomer to the international scene but a fast starter due to the financial muscle of the vast network of cooperative banks in its system, shown itself always willing to abide by the rules set up by a club to which it doesn't belong.

2d Offering

At any rate, the second offering for the African institution went to market without the participation of most of the "club" in the management group.

The club, of course, is the Eurobond Subcommittee of the Central Capital Markets Committee, an informal but influential organization representing six of the major banks active in Eurobond management. Set up in 1968, when things were simpler, the subcommittee has become more controversial as the importance of the DM Eurobond market grew and the number of banks anxious to take part also increased.

Of the six members — Deutsche Bank, Dresdner Bank, Commerzbank, Westdeutsche Landesbank, BHF-Bank, Bayerische

Verinsbank — only BHF-Bank, which has had close links to DG Bank in international business, took part in the management consortium. But subcommittee members counter that there was no question of a boycott. "It's simply a natural reaction when the normal courtesies of arranging a consortium aren't observed," commented one of the nonparticipants.

A second incident arose earlier this month, when BHF-Bank sprang into the opening created by the removal of foreign exchange controls in Britain. The Frankfurt bank managed together with the London merchant banks a listed placement targeted for London institutions who previously were hindered in holding foreign currency assets.

Borrower was the European Investment Bank, which, contrary to its usual practice, offered a generous coupon to entice investors into what could have been a major new source of funds.

Minor Uproar

The market was short-lived. Although all the gentlemen's agreements were observed — BHF-Bank usually ranks as the gentlemen's gentleman — the placement nonetheless created a minor uproar

among the powers that be. The matter was thrashed out at the subcommittee meeting Nov. 12 and it was made known that in the future no deutsche mark placements would be placed directly outside the German capital market and none would be listed exclusively on a foreign stock

other institutions — which do business with the bank on a variety of levels.

"We all sell to the same people," explained a Eurobond executive at another Frankfurt bank. "The only difference is that Deutsche Bank was the first one there."

Some banks . . . have forgotten how to read unwritten rules, and the participants to gentlemen's agreements have occasionally acted in an ungentlemanly fashion.

exchange (the EIB issue was listed in London).

At issue here is not the subcommittee and its jurisdiction, but the much wider issue of what form the Euromark capital market should take and what rules should govern it. An important voice in basic principles is the Bundesbank itself, which sits in on the subcommittee meetings and in a variety of ways makes its wishes known.

But on the question of manners and rules, the most influential voice belongs to Deutsche Bank. The biggest of the German banks, the first in the field, and by virtue of assiduous cultivation, the most fruitful of the German banks in international markets, the bank is conscious of its standing — it is No. 1 and intends to remain so.

This is more than idle vanity. The virtuous circle of well-developed placing power resulting in more customers resulting in added placing power has kept Deutsche Bank at the top. Investors and borrowers both are keen to do business with the best and biggest is generally equated with best.

Unlike the Swiss banks, the German universal banks rely very little on discretionary accounts for placing their issues. Rather, the main takers are those capital pools — central banks, offshore funds and

This headstart has been fostered by an aggressive and generally successful acquisition of borrowers. But the other German banks in successive waves have made their inroads into the market as well — and the competition is tougher.

"It's not unheard of," confided an insider, "that a bank with a mandate will quickly go to a few big institutional investors and place its quote before sending out the invitations for co-management. Then when we go to these same customers, they say they've already been serviced by the managing bank. Then that is called placing power."

An ungentlemanly practice, and hardly confined to the deutsche mark market; another source of bad blood between banks who willy-nilly have to do business with each other and keep on good terms.

The demonstrated ability of the German banks to balance self-interest with a responsible attitude toward the market, exemplified in the subcommittee and its generally smooth functioning, is being put to new tests, and the efficiency of the DM Eurobond market will depend how it meets them.

Meanwhile, the Bundesbank is working with the banks to restrain a development it cannot altogether stop — the increasing use of the deutsche mark as a reserve currency. A study published last month by

the HWWA Economic Research Institute in Hamburg showed 40 percent of world trade is carried on a D-mark basis. This is up from 30 percent in 1970, but twice the 6-7 percent for the pound sterling and French franc. For that reason, in questions of exchange rate stability, the German currency is in weight as a reserve currency.

Last month, the Bundesbank asked for and got both a raising of the six-month old agreement limiting D-mark issues by Luxembourg subsidiaries of the banks (a count of the parent and a restriction on the placement of promissory notes (Schuldenscheine) among foreign investors).

At the same time, the bank formed a committee of representatives of the subcommittee and four commercial banks. The committee is to study the two measures and the timing issue of bank borrowing — which can circumvent the bank's attempt to limit bank debt.

This along with the much-cited gentlemen's agreement of the Bundesbank and the supervisory agency in Berlin with Luxembourg activities will move toward consolidated sheets for world operations, sent the central bank's desk keep a hold on dispersion of

"Vouchers"

This is the environment in development of the DM Eurobond market. The EIB placement by auction through Deutsche Bank, shows that both banks and managers are willing to innovate. The example last of the "vouchers" issued by Dresdner Bank for floating term deposits shows that all nations don't work. The Bundesbank clamped down immediately, causing anything resembling a serve function for the D-mark anything resembling a floating note is a concession to the mentality the Bundesbank and Dresdner backed down with thing like a consent decree didn't do anything wrong, won't do it again.



There have been a few Changes in Banking since their Time — for instance, the Development of the Euromarket.

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The image is a collage featuring a map of Europe as a background. Overlaid on the map are several newspaper clippings, mostly from German publications, which report on the financial and operational activities of DG Bank, particularly its Luxembourg branch. The clippings are arranged in a way that suggests a narrative of the bank's growth and capital expansion during the late 1970s.

Clippings visible on the map:

- Top Left:** A small clipping mentioning "The Luxembourg subsidiary..." and "capital by LuxFrs 400m to LuxFrs 880m".
- Top Center:** A clipping titled "unit lifts capital" with the sub-header "The Luxembourg subsidiary...". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Top Right:** A clipping titled "unit lifts capital" with the sub-header "The Luxembourg subsidiary...". It mentions that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Middle Left:** A clipping titled "DG Bank" with the sub-header "DG Bank the central institute for West Germany's cooperative banks". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Middle Center:** A clipping titled "LUXEMBURG" with the sub-header "DG Bank unit lifts capital". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Middle Right:** A clipping titled "DG Bank unit lifts capital" with the sub-header "The Luxembourg subsidiary...". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Bottom Left:** A clipping titled "DG „Lux“ - ein Senkrechtstarter" with the sub-header "Im Rumpfgeschäftsjahr eine Summe von 2,25 Milliarden". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
- Bottom Center:** A clipping titled "DG Bank unit lifts capital" with the sub-header "The Luxembourg subsidiary...". It reports that the bank's capital has been increased by 400 million Luxembourg francs to 880 million.
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of Germany. At year-end 1978, DG BANK's consolidated assets exceeded DM 53 billion (US \$29 billion), whereas the assets of the German cooperative banking group totalled DM 273 billion (US \$149 billion).

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1. The first group of respondents (n = 10) was composed of students who had completed the course and were currently employed in the field of information systems. They were contacted via email and asked to participate in the study. The second group (n = 10) was composed of students who had completed the course and were currently employed in the field of information systems. They were contacted via email and asked to participate in the study. The third group (n = 10) was composed of students who had completed the course and were currently employed in the field of information systems. They were contacted via email and asked to participate in the study.

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1	10	5
2	25	10
3	45	15
4	65	18
5	80	20
6	90	22
7	95	23
8	98	24
9	99	25
10	100	26

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Short-Term Rates Boil on Eurodollars

By Carl Gewirtz

PARIS, Nov. 25 (IFT) — Short-term Eurodollar rates tumbled last week, opening a new era of volatility in the capital market for long-term rates which are expected to be trying to get through. The explanation for why short-term rates have come down as fast as they have is that there is no evidence of an emerging recession has convinced the market that rates have peaked.

The maturity is long for a market that has had trouble digesting recent issues. However, the classic terms should compensate as there have been few top-rated borrowers quoted last week as they have not tried to move costs by using the average of the bid-offered rate rather than the higher offered rate or by cutting the size of the premium.

At present, three-month rates, as shown above, are a bit higher than the six-month rate. However, that is due to the inversion of the yield curve — where long-term rates are lower than short-term rates — due to restrictive monetary policy. Thus, from the borrower's point of view, the coupon tied to three-month funds could be expected to decline faster once the normal yield curve is established than a coupon tied to six-month funds.

The slightly more attractive minimum guarantee offered by BUE over Barclays is only optically significant. There is currently no analyst who has made his voice heard who believes short-term dollar rates will fall below 8 percent in the near future.

Syndicated Bank Loans

PARIS, Nov. 25 (IFT) — International bankers are loath to discuss how the syndicated loan market, which through the first 10 months of this year supplied \$68.2 billion to borrowers around the world, will look after the U.S.-Iran financial dispute is settled.

But there is little doubt that there will be substantial change. "There is quite a bit of rethinking going on," says a loan officer of a major U.S. bank.

Among some of the obvious questions are the future of the smaller banks that have participated in loan syndicates and the role agent banks play protecting syndicate members. A major question that is likely to be answered in the courts is exactly who is responsible for the behavior of foreign branches of banks: the home authorities or the host officials.

The small banks are feeling very exposed and at the mercy of the big banks, a situation no doubt exacerbated by the current low reward-to-risk ratio with low margins and long maturities decreasing reward and raising risk.

"There are too many participants," says the head of U.S. merchant banking subsidiary in London. "Up to now, it's been a happy collective" with very low loan losses that clouded the real risk. He suggests that a "narrower market" of lenders would be welcome.

The move by Citibank, Chase and Bankers Trust to call due outstanding loans to Iran and use imposed deposits to offset these loans has led many bankers. "It shows no regard for the customer [Iran] or the members of the syndicate," says a London-based executive of a U.S. bank.

Significantly, Bank of America, Morgan Guaranty and Manufacturers Hanover Trust have not indicated that they have moved to call the loans and use official Iranian funds deposited with them to offset the debts.

The action by Chase is the most talked about because it happens to be agent on a number of outstanding loans to Iran. It is seen as having moved to protect its own interests and there appears to be some question how this squares with its role as agent, where it represents the banks to the borrower and vice versa.

What seems to have gone largely unnoticed before is the possible role in determining lending conditions played by the massive amounts of reserves deposited by sovereign borrowers with Eurodollar banks.

According to the latest data compiled by the Bank for International Conditions of a quarter-point over the six-month rate.

Except for the recent short-dated Citicorp rolling-rate notes, whose quarterly coupon is adjusted every month to the three-month interbank rate, all other recent floating-rate paper is trading at rather sharp discounts from their par issue price. Citicorp is quoted at 99-99%, while Borgen Bank's 10-year notes are quoted at 96-97%.

With so many "bargains" available in the secondary market, analysts question why investors would be tempted to buy the new issues (Continued on Page 19, Col. 7)

Middle East Events Depress Week's Market

By Vartan G. Vartan

NEW YORK, Nov. 25 (NYT) — The crisis in Iran and outbreaks of violence in the Middle East dominated the attention of investors last week. The Dow Jones industrial average slipped 3.93 points to 811.77. The Friday after Thanksgiving provided the week's only winning session.

Energy stocks continued to perform as the market's strongest sector, thanks to the uncertainty of foreign oil supplies and the resulting appeal of oil-and-gas companies operating in politically safe areas of the world.

A number of Wall Street's best-known stocks sold during the week at their lowest prices for a year or more. Among these were General Motors, Coca-Cola, Ford Motor, General Electric, Revlon and Procter & Gamble.

Meanwhile, the hospital management and medical services group, according to Indicator Digest, should see profits increase over the next two years at an annualized rate of about 25 percent.

"Aiding the industry," the advisory service stated, "is the increasing proportion of elderly people in the population, as well as cutbacks in municipal spending on health care."

Six Favorites

Picked by Indicator Digest as its six favorites in the groups are Community Psychiatric, Hospital Corporation of America, Humana Inc., Lifemark Corp., National Medical Enterprises and National Medical Care.

On the negative side, the Merrill Lynch Market Letter called attention to a number of stocks continuing to "show price and volume patterns" that market technicians believe could lead to further near-term weakness.

Among stocks displaying weak technical patterns, the publication commented on the following:

• Anheuser-Busch — "Strain on capacity and other factors are creat-

ing cost pressures that will inhibit earnings in 1979 and 1980."

• Brunswick — "Recession is likely to curtail consumer demand for marine engine and bowling products, two key lines for this company."

• Burlington Industries — "Competitive pricing conditions and rising costs will keep profit margins under pressure, particularly in the textured woven goods and household furnishings areas."

• Communications Satellite — "Earnings are expected to be flat to down for the next two to three quarters because of a recent 15-percent cut in international rates and transfer of service to Puerto Rico to other companies."

• Easco — "Lower sales of hand tools to Sears, Roebuck plus increased capacity has adversely affected earnings. Increased shares outstanding also will limit share earnings."

• Kerr Glass — "Industry-wide pricing pressures due to inroads made by plastics in the soft drink industry are continuing to affect markets for company's glass containers."

• Lance — "Company is gradually rebuilding sales affected by sharp price increases last year, but earnings gains may not match excellent results in the past."

• Zenith Radio — "Company's color television business is being af-

fected by cost inflation, highly competitive pricing and expected weakening in demand. A dividend cut is possible."

These remarks, of course, do not imply that the nation's biggest brokerage house has become disenchanted by the stock market. There are numerous issues that Merrill Lynch is willing to recommend.

A case in point is Gulf Oil, regarded by the firm as "one of the most attractive investment opportunities in the international oil group."

In the fixed-income market, securities continued to fetch lofty yields last week.

For a new issue of double-A rated electric utility bonds, in fact, returns matched their historic highs. Underwriters sold 30-year bonds of the New Jersey-based Public Service Electric and Gas Company to yield 12 percent to investors. This marked a high for the current yield cycle and, in turn, matched the same record return in October, 1974, for a bond sale by the same utility.

In the current yield cycle, the return on new double-A utility issues moved as low as 7 1/2 percent in January, 1977, before rates began their upward march.

The Treasury sold two-year notes last week at a yield of 12.24 percent. It represented the highest yield ever for this particular maturity, except for the two-year-note sale at a rate of 12.66 percent on Oct. 23.

Meanwhile, the government, like the average citizen, appears hungry for additional cash to satisfy its needs.

The weekly Treasury bill auction tomorrow, for example, will raise \$500 million of new money. In recent weeks auctions of three-month and six-month bills, the Treasury had raised only \$300 million in new cash.

On Tuesday, moreover, the Treasury will raise an additional \$2.5 billion in new funds through the sale of 5 1/2-year notes.

Commodities

By Sue Shellenbarger

CHICAGO, Nov. 25 (AP-D) — Sugar futures hit a record closing price Friday in New York on rumors of Soviet purchases. Reports that a West German sugar analyst, F.O. Licht, had issued a study citing problems with the Soviet sugar beet crop this year fueled talk that the Soviet harvest would be smaller than anticipated, experts said.

But there was no confirmation of the rumors that the Soviet Union, a successive trader on world markets, was buying large amounts of sugar.

"There are no details available. At the moment, I would tend to view it as a rumor," said George Hiral, manager of the sugar department at Baruch Halsey Stuart Shields. "As far as I know right now, it's rumors," said Kim Badenhop, research manager at B.W. Dyer & Co., a New York firm of sugar brokers and analysts.

The rally began on London markets and New York traders followed through, carrying sugar futures 0.4 to 0.5 cent a pound higher to seasonal highs on the coffee, sugar and cocoa exchange. The March contract closed at 16.02 cents, its highest closing price ever. The contract has in the past traded as high as 16.15 a pound, however.

Adverse Weather

The Soviet Union's beet crop has been plagued by wet weather that has impaired harvesting and beet quality. Technical problems with harvest equipment have also been reported.

Mr. Hiral said that the fact that the harvest is under way makes large Soviet sugar imports seem unlikely. "Even if the crop is small, they've got sugar now," he said.

The Soviet Union is the world's leading sugar producer but also imports about 1.5 million tons annually, often from its Communist allies. Reports of troubles with the Cuban sugar crop, among other factors, have helped to

(Continued on Page 19, Col. 4)

Over-Counter Market

Sales In	100s	High	Low	Last	Chg
Chatham 30	3	94	94	94	+
Chatham 40	4	94	94	94	+
Chatham 50	5	94	94	94	+
Chatham 60	6	94	94	94	+
Chatham 70	7	94	94	94	+
Chatham 80	8	94	94	94	+
Chatham 90	9	94	94	94	+
Chatham 100	10	94	94	94	+
Chatham 110	11	94	94	94	+
Chatham 120	12	94	94	94	+
Chatham 130	13	94	94	94	+
Chatham 140	14	94	94	94	+
Chatham 150	15	94	94	94	+
Chatham 160	16	94	94	94	+
Chatham 170	17	94	94	94	+
Chatham 180	18	94	94	94	+
Chatham 190	19	94	94	94	+
Chatham 200	20	94	94	94	+
Chatham 210	21	94	94	94	+
Chatham 220	22	94	94	94	+
Chatham 230	23	94	94	94	+
Chatham 240	24	94	94	94	+
Chatham 250	25	94	94	94	+
Chatham 260	26	94	94	94	+
Chatham 270	27	94	94	94	+
Chatham 280	28	94	94	94	+
Chatham 290	29	94	94	94	+
Chatham 300	30	94	94	94	+

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November 14, 1979

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American Exchange Options

NEW ISSUE

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November, 1979

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Banque Internationale pour l'Afrique
Occidentale (BIAO)
Banque Internationale à Luxembourg
Société Anonyme
Banque de Paris et des Pays-Bas
Banque Rothschild
Banque de l'Union Européenne
Banque Worms
Barclays Bank International Limited
Baring Brothers & Co., Limited
Bayerische Landesbank Girozentrale
Bayerische Vereinsbank
Bayerische Vereinsbank International
Société Anonyme
Berliner Handels- und Frankfurter Bank
Caisse Centrale
des Banques Populaires

Centrale Rabobank
Cassa Manhattan Limited
Chemical Bank International Group
Christians Bank og Kreditkasse
Continental Illinois Limited
Copenhagen Handelsbank
Crédit Industriel et Commercial
Crédit Lyonnais
Dai-ichi Kangyo Bank Nederland N.V.
Dalva Europe N.V.
DBS-Dalva Securities International Limited
Den norske Creditbank
Donaldson, Lufkin & Jaquette Securities Corp.
Effektenbank-Warburg Aktiengesellschaft
Robert Fleming & Co. Limited
Föreningsbankernas Bank
Fuji International Finance Limited
Genossenschaftliche Zentralbank AG
Wien
Antony Gibbs Holdings Ltd.
Goldman Sachs International Corp.
Hambros Bank
Limited
Handelsbank N.W. (Overseas) Limited
Hessische Landesbank
-Girozentrale-
Hill Samuel & Co. Limited
IBJ International Limited
Internationale Genossenschaftsbank AG
The Investment Bank of Ireland Limited
Kansallis-Osake-Pankki
Kleinwort, Benson Limited
Kreditbank N.V.
Kreditbank S.A. Luxembourggoise
Kuhn Loeb Lehman Brothers
International
Lazard Brothers & Co., Limited
Lloyds Bank International
Limited
Manufacturers Hanover Limited
Marine Midland Limited
McLeod Young Weir International Limited

Samuel Montagu & Co. Limited
Morgan Grenfell & Co. Limited
Morgan Guaranty Ltd.
Nashitt, Thomson Limited
The Nikko Securities Co. (Europe) Ltd.
Nippon European Bank S.A.
Nomura Europe N.V.
OKOBANK
Osampankkinen Keskuspankki Oy
Orix Bank Limited
Österreichische Volksbanken-
Aktiengesellschaft
Pierzon, Holding & Pierson N.V.
Privatbanken A/S
Rothschild Bank AG
N. M. Rothschild & Sons Limited
Salomon Brothers International
Sarwa Bank (Underwriters) Limited
Schröder, Münchmeyer, Hengst & Co.
J. Henry Schroder Wag & Co. Limited
Skandinaviska Enskilda Banken
Smith Barney, Harris Upham & Co.
Incorporated
Société des Banques S. G. Warburg et Les
Société Anonyme
Société Générale
Société Générale de Banque S.A.
Strauss, Turbail & Co.
Sumitomo Finance International
Svenska Handelsbanken
Union Bank of Norway Ltd.
Vereins- und Westbank
Aktiengesellschaft
M. M. Warburg-Brickmann, Wirtz & Co.
Warburg Paribas Becker
A. G. Becker
Westdeutsche Landesbank
Girozentrale
Williams, Glyn & Co.
Wood Gundy Limited

US \$ 40,725,000,000

THAT'S JUST THE START OF ABN'S ASSETS.

Algemene Bank Nederland has other valuable assets too.

For instance, ABN has over 700 branches at its home in Holland, plus offices in major trade and commercial centres in over 40 countries on five continents.

So ABN can assist clients almost everywhere in the world with a complete range of financial services – from import/export financing, international loans and foreign exchange, to letters of credit and a host of other activities.

But we like to think our most valuable asset is our personnel. Friendly and courteous, yet competent and

efficient, ABN employees are custodians of 150 years of international banking expertise. Knowledge they take pride in sharing with our clients.

No wonder ABN ranks among the world's most prominent international banks. And has total assets of US \$ 40,725,000,000*.

*Rate of exchange 6-30-'79 US\$ = f2.03.

ABN Bank

ABN people are ready to serve
you almost anywhere in the world.

Amsterdam. Algemene Bank Nederland, Head Office, 32, Vijzelstraat, P.O. Box 669 1000 EG, telephone 020-299111, telex 11417.
The ABN Bank has offices and affiliations in: The Netherlands, Ireland, England, Channel Islands, Belgium, France, Federal Republic of Germany, Switzerland, Gibraltar, Italy, Greece, Turkey (Hollantse Bank-Uni), Morocco (Algemene Bank Marokko S.A.), Kenya, Lebanon, Saudi Arabia (Albank Alsaudi Alhollandi), United Arab Emirates, Bahrain, Pakistan, India, Malaysia, Singapore, Indonesia, Hongkong, Japan, South Korea, Australia, United States of America, Canada, Netherlands Antilles, Suriname, Venezuela (Banco Continental S.A.), British West Indies, Panamá, Colombia (Corporación Financiera Internacional), Mexico, Operating under the name Banco Holandés Unido

Bonds	Last Price	Bonds	Last Price	Bonds	Last Price	Bonds
Un.F.D. 10/64	60 1/2	Wing E 2/4/95	80 1/2	Karst 4/5/95	84	Zepf 4/4/88
				Harmon 2/2/82	91 1/2	Zepf 4/4/88

[illegible]

Cap Pres	1.00	NL	Gen Sec	10.97	NL	Incom	5.85	6.09	Survey
Cent CC	1.00	NL	Gradsls	1.00	NL	La Rav	1.00	NL	Tax Mod
Cnt Shs	12.19	13.14	Grth Ind	25.70	NL	Stock	8.76	9.44	Trmpl Gt

[illegible]

City Cap	12.17	13.16	Tax Ex	4.16	4.34	Opitt	21.95	23.99	Foreign	11.8
Dly Cash	1.00	NL	Stock	19.07	20.73	SpecL	15.73	17.19	Fund	11.8
DlyIncm	1.00	NL	Select	7.85	8.44	Tx Fre	8.62	NL	Incom	11.8
Delaware Group			Var Py	7.78	8.45	AIM	13.77	15.05	Lev Gt	5.97
						Time	12.48	13.84	Spcl Sit	6.07

Deat	12.67	12.63	Inv Resh	6.24	6.83	OTC Sec	22.91	24.90	Voice Sonders	
Delaw	11.56	12.63	Isel	27.57	28.62	Paran A	10.24	11.19	Income	11.35
Delch	8.80	8.74	JV Fd	7.40	NL	Penn S	7.58	NL	Invest	7.30
Tx Fire	3.26	8.75	JF Grth	10.89	11.84	Penn Au	6.11	NL	Comm	7.31
Detha	5.77	6.52	Jonus	22.65	NL	Phila	9.09	9.93	Speci	12.25
Csh Rts	10.00	NL	John Hancock:			Phoe Cap	9.40	10.59	Versuord Group	
Dlr Cap	2.60	NL	Bond	15.29	16.62	Phoe Fd	9.14	9.99	Expir	14.00

[illegible]

Announcement appears as a matter of record only.

NOVEMBER, 1979

The Council of Europe **100'000'000 Swiss Francs**

The Search for Europe
Resettlement Fund
for National Refugees and Over-Population in Europe
Strasbourg/Paris

The Search for Europe
Resettlement Fund
for National Refugees and Over-Population in Europe
Strasbourg/Paris

HANDELSBANK N.W. **BANCA DEL GOTTARDO** **SCHWEIZERISCHE HYPOTHEKEN.**

BANK VON ERNST & CIE AG
BANQUE PRIVÉE S.A.
LA ROCHE & CO.
BANCA DELLA SVIZZERA ITALIANA

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BANQUE VAUDOISE DE CRÉDIT
Basellandschaftliche Hypothekenbank
EKO Hypothek- und Handelsbank
First Chicago S.A.
Luzerner Landbank AG
Société Générale Alsacienne de Banque

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Société Générale Alsacienne de Banque

Syndicated Bank Loans

(Continued from Page 15)

lements, three groups of the oil borrowers — Eastern Europe, oil exporting countries and oil developing countries — banks a total of \$243.8 billion of last June. These same countries had deposits with commercial banks totaling \$181.1 billion.

Breakdown Unknown

While the breakdown of these deposits is not known, it is a reasonable assumption that they are concentrated in a few dozen major banks, those institutions that most recently organized new loan operations and thus can take a different view of the risk of lending to those countries that can smaller banks simply participate in such deals.

The long-touted cross-default clause in most loan agreements is due for some rethinking. In effect, if one loan is declared to be in default, all loans by the same borrower can be thrown into default — a process aimed at inhibiting default.

But is this quite the safety valve most participants thought it was? U.S. banks have voted mostly in favor of the clause, but the default clause, non-U.S. banks are opposed, perceiving the action as a potential move to protect the legal position of the U.S. banks in the event of a default on a loan by a borrower who is used in foreign countries for clearing assets and using those assets to set off against debts.

The percentage of participating banks needed to declare a default varies from 25 to 75 percent, law reports. The percentage agreed on is one of the issues negotiated between the banks and the borrowers.

Bankers expect that many ques-

tions arising from the Iranian imbroglio will be settled in court. And awaiting further developments, they are taking a very cautious view of the market.

"It's a time to wait and see," said a Continental banker. Put another way, he admitted, it is a good time to refuse to do new business.

The slowdown would probably have occurred anyway as bankers are convinced the market is turning and conditions will begin to tighten, making new loans more expensive for borrowers. But until a clear trend has emerged, bankers prefer not to bid for new business.

The various loans being organized for Spain, Telefonica and Petrolibre are said to be disappointing. Telefonica, for example, is borrowing \$50 million for 12 years at a half point over London interbank offered rate in a so-called club deal although the market had expected it to seek double that amount. The low spread and long maturity are no longer where the market is.

The just completed club deal for Union Electric, with a margin of 1/2 percent over Libor for the first seven years and a half over thereafter, was completed with 11 banks each taking \$15 million.

Yugoslav Redefining

Yugoslavia has informed banks that it is willing to accept their conditions on refinancing \$500 million of Yugoslav debt, but it will only accept pricing the loan at Libor. Banks had proposed they have a choice of either 1/2 percent over Libor or 3/4 percent over the prime rate of U.S. commercial banks.

Italy's state-owned IMI is seeking to renegotiate \$600 million. It is seeking a six-year operation at half a point over Libor, down from 3/4

percent over Libor on the existing transaction arranged in 1974.

Columbia has asked banks to submit bids on a 10-year financing of up to \$350 million. The loan will be subject to Colombian law, a turn-off to many foreign banks.

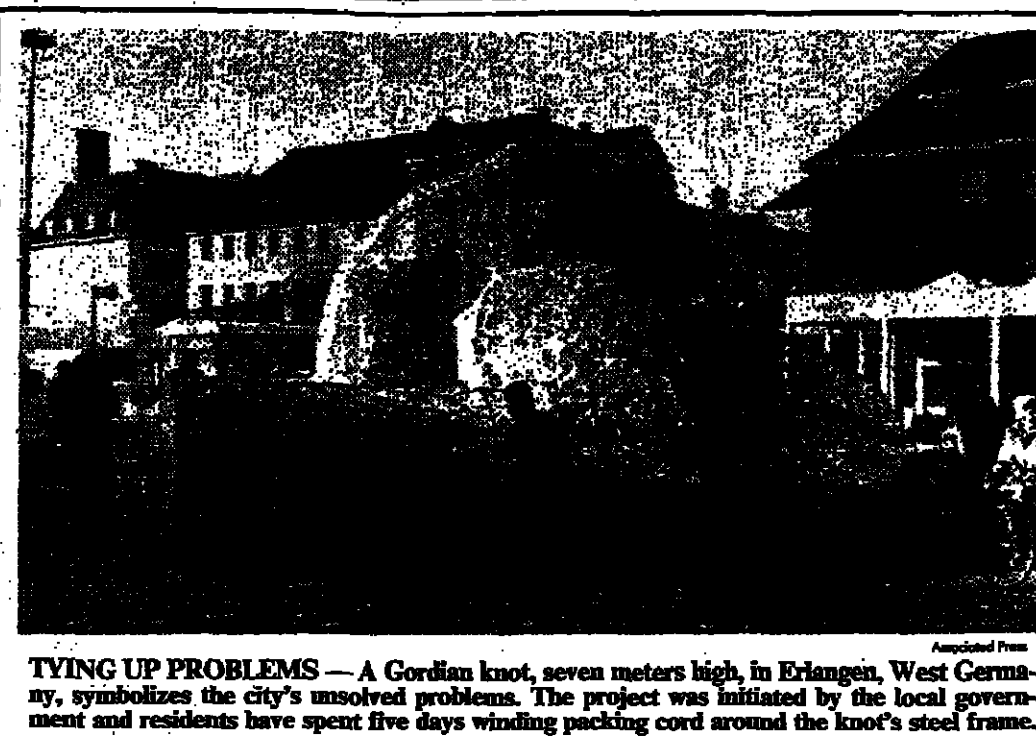
Venezuela has apparently found a face-saving formula to resolve the dispute between its new government and lending banks over subjecting its loan to foreign law. The republic will no longer be the borrower, instead it will simply guarantee the \$850 million loan to be taken out in the name of several state agencies. Lawyers are working on rewording the documentation.

Ivory Coast Credit

Ivory Coast is borrowing \$110 million for 10 years at a cost of 1 1/2 percent over Libor throughout from a syndicate led by Chase Manhattan. Credit Lyonnais is organizing another \$250 million for Ivory Coast plus a credit of 500 million French francs.

In the Philippines, San Miguel Corp., a privately owned brewer, is borrowing \$300 million for 12 years. Interest will start at 3/4 percent over Libor for the first eight years, rising to 1/2 percent over thereafter.

— CARL GEWIRTZ



TYING UP PROBLEMS — A Gordian knot, seven meters high, in Erlangen, West Germany, symbolizes the city's unsolved problems. The project was initiated by the local government and residents have spent five days winding packing cord around the knot's steel frame.

Commodities: Sugar Futures at Record

(Continued from Page 15)

increase interest in sugar futures. Nearby prices have soared 75 percent, from about 9 cents a pound to about 16 cents, in the last three months.

Much of the impetus for that bull market has come from speculators. Predictions of the first world deficit in sugar production in six years have drawn speculator interest, especially after minimum financial or margin requirements were raised on gold and silver futures.

The sugar futures market as a re-

sult has become one of the nation's largest, trailing only gold, corn, silver and soybean futures in the number of outstanding contracts.

On the Chicago markets, interest rate futures rose sharply after the government late Wednesday reported a 4.2-percent decline last month in new factory orders for durable goods. The report was seen as an indication that a recession is under way and that interest rates may have peaked, a broker said. Another government report later was expected to show a drop in the nation's basic money supply — another deflationary signal.

On New York's Commodity Exchange Inc., silver futures gained 29 to 32 cents an ounce. The biggest factor was buying by an influential broker believed to represent one of

the speculative interests holding big buying positions in silver, an analyst said.

Gold futures edged a few cents higher in dull trading. Many brokers were absent for a four-day Thanksgiving holiday weekend, and there were no unexpected developments in the Iranian situation. Copper futures rose 0.1 to 0.65 cent a pound.

On the coffee, sugar and cocoa exchange, coffee futures were mostly higher — by up to 2.52 cents a pound — and reports that four member nations of the Bogota group, an alliance of Central American coffee-producing nations, had agreed to try to increase prices by reducing export shipments by 25 percent during the first quarter of next year.

On the Chicago Board of Trade, wheat, corn and soybean futures edged slightly lower in uneventful trading. On the Chicago Mercantile Exchange, profit-taking reduced live cattle futures by 0.2 to 0.43 cent a pound and live hog futures by 0.05 to 0.83 cent.

2 Chinese Aides To Study With U.S. Law Firm

PEKING, Nov. 25 (WP) — Peking authorities struggling with the intricacies of Western law have arranged for the first time to have two Chinese officials undertake a crash course through a U.S. law firm, according to a Washington attorney.

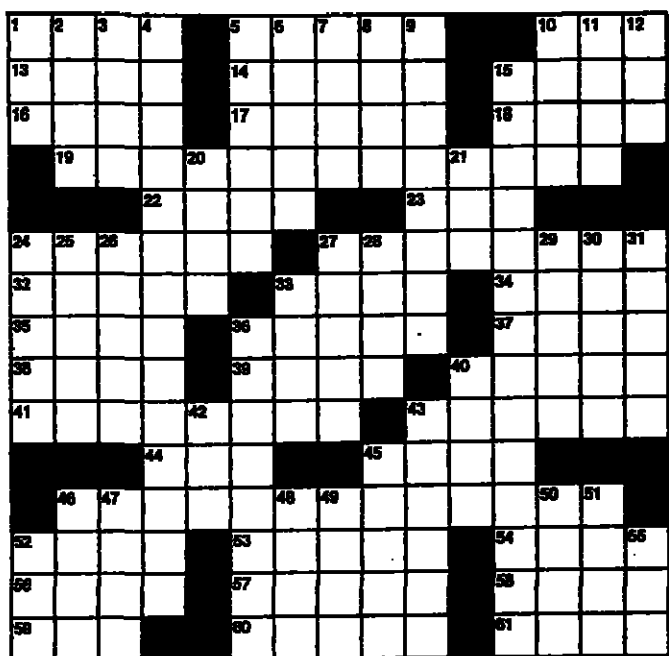
Eugene Thompson, of the Washington office of Baker and McKenzie, said that two Chinese trade officials will go to the United States in February for training at the firm's offices in Washington, New York and Chicago.

Despite Chinese government attempts to write new legal codes and rules for foreign investors, the guidelines so far are general and leave Western lawyers and traders with many questions about how to proceed.

Treasury Bills

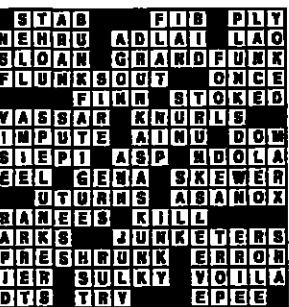
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CROSSWORD By Eugene T. Maleska



- ACROSS**
- Simon or McCartney
 - Comprehend
 - The Red
 - Baron, for one
 - One opposed
 - Fit for a king
 - Waiter's tote
 - Book part
 - Israeli coin
 - Roll-call response
 - What "checkmate" means
 - Pisa's river
 - Chess champion: 1960-61
 - Futuristic flicks
 - Acts the seer
 - Jargons
 - Den
 - Reverse, as a record
 - Red Sox slugger
 - Merchandise
 - German article
- DOWN**
- "Joey"
 - Dill, old style
 - Mormons' milieu
 - Reincarnation
 - Sandarac tree
 - Final word
 - Cuban dance
 - Thought over carefully
 - More downy
 - Sea eagle
 - Wither
 - Beatles song: 1967
 - Adjoin
 - Certain wanderer
 - Word with news or edition
 - What gears do
 - School division
 - Common abbr.
 - Hall of Famer Mel
 - More logical
 - Abominable one
 - Oats and corn
 - Vittorio Emanuele's domain
 - Eager
 - Hindu garment
 - Overlays, in a way
 - Region
 - One of 52
 - Hurricane center
 - Easy, luxurious existence
 - Kristofferson
 - June V.I.P.
 - Tussle
 - Sadat's city
 - Former native of Machu Picchu
 - Trimmed away
 - Nothing, in Nantes
 - Eastwood
 - Trace
 - Javelin
 - Kind of excuse
 - Portents
 - Anthrax, for one
 - Suffix with fish or eel
 - Sowing machine
 - Elm byproduct
 - Aid in crime
 - Word with pan or bowl
 - Then heroine
 - Treasury agent
 - Kismet
 - "L...c'est moi"
 - Latin beginner's word
 - Wallach

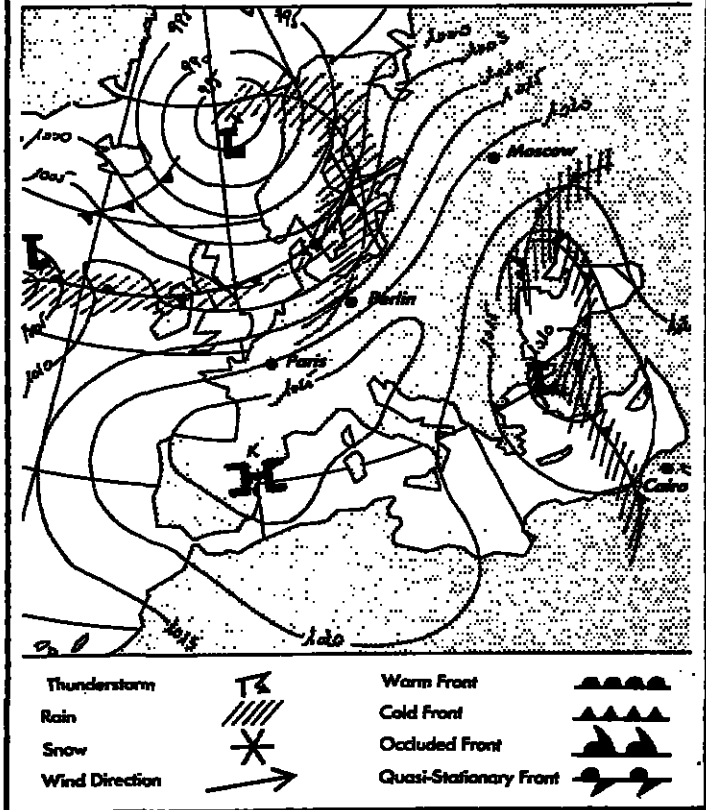
Solution to Friday's Puzzle



WEATHER

ALGAEVE	15 59	Fair	MADRID	5 41	Fair
AMSTERDAM	5 41	Cloudy	MILAN	1 34	Foggy
ANKARA	12 54	Overcast	MONTREAL	7 45	Cloudy
ATHENS	17 43	Cloudy	MOSCOW	8 22	Snow
BEIRUT	24 25	Fair	MURCICH	24 34	Fair
BELGRADE	4 39	Misty	NEW YORK	20 48	Fair
BERLIN	5 41	Cloudy	RICE	13 55	Fair
BRUSSELS	5 41	Cloudy	ROME	13 55	Fair
BUCHAREST	9 48	Rain	SEATTLE	13 55	Fair
BUDAPEST	4 39	Misty	ST. LOUIS	13 55	Fair
CASABLANCA	19 46	Fair	PRAGUE	2 34	Overcast
COPENHAGEN	5 41	Rain	ROME	13 55	Fair
COSTA DEL SOL	16 41	Fair	SOFIA	4 39	Cloudy
DUBLIN	13 55	Rain	STOCKHOLM	14 41	Fair
EDINBURGH	11 52	Rain	TEHRAN	16 41	Fair
FLORENCE	13 55	Fair	TEL AVIV	13 55	Fair
FRANKFURT	11 52	Misty	TOKYO	11 52	Overcast
GENEVA	4 39	Misty	TUNIS	14 57	Overcast
HILSING	2 36	Overcast	VIENNA	3 37	Rain
HOUSTON	16 41	Cloudy	WARSAW	3 37	Misty
ISTANBUL	14 57	Misty	WASHINGTON	21 26	Cloudy
LA PALMAS	21 26	Fair	ZURICH	3 37	Misty
LISBON	11 52	Fair			
LONDON	9 48				
LOS ANGELES	24 25				

Situation Forecast for Noon G.M.T. Monday



Chicago Suburb Bans Smooching To Speed Up Commuter Traffic

DEERFIELD, Ill., Nov. 25 (AP) — Laurie Gordon drove with her husband to the train station and gave him a good-bye kiss — a clear violation of the town's no-kissing zone.

The kiss and no-kiss boundaries are clearly marked by signs. The first has a silhouette of a man in a hat and a woman in curlers touching puckered lips. The other is the same picture with a slash through it.

The point of this intrusion into domestic affection is to keep traffic moving at the drop-off point of the

Milwaukee Road commuter station in this suburb northwest of Chicago.

The idea developed after the city completed work on a parking lot and put up a bunch of new signs — "one-way, no parking, don't do this, don't do that," said Marge Emery, an assistant village manager.

"One engineer said the traffic was getting clogged by couples kissing good-bye," she said. "So we thought we'd put up a sign outlawing smooching." But, she said, "It's just a joke. Of course, you can't enforce it."

PEANUTS



B.C.



BLONDIE



BEETLEBAILEY



ANDY CAPP



WIZARD OF ID



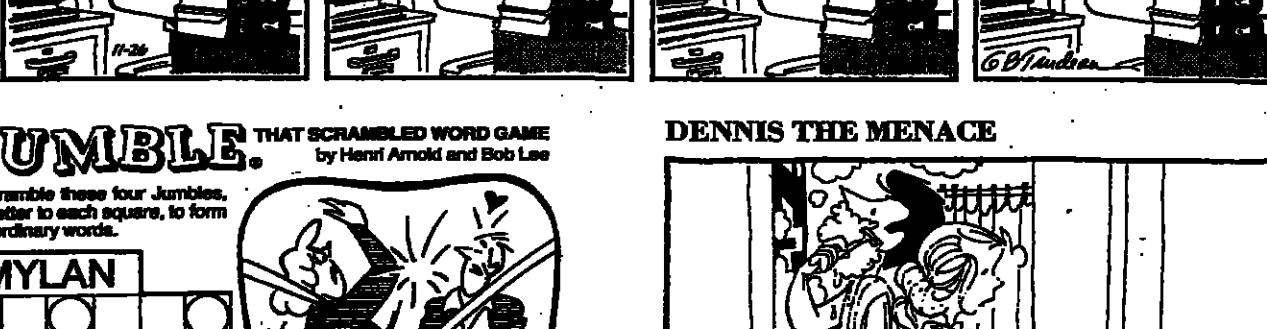
REX MORGAN



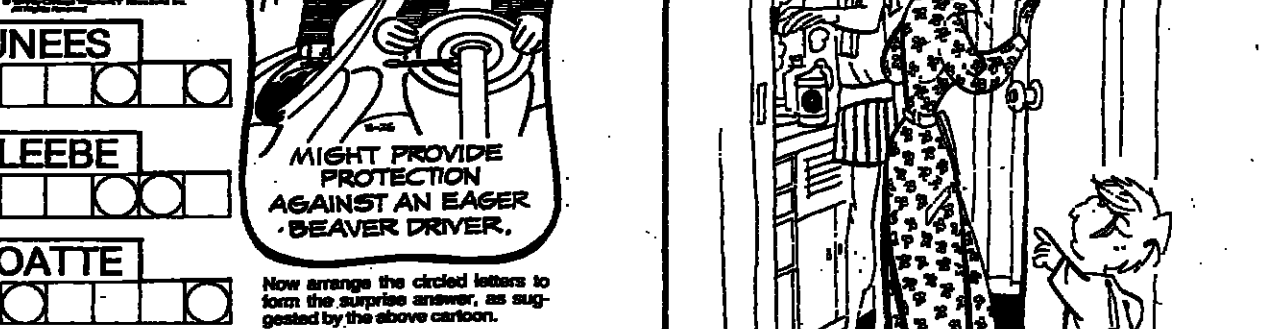
DOONESBURY



JUMBLE



DENNIS THE MENACE



BOOKS

THE PAPERS OF ADLAI E. STEVENSON
Ambassador to the United Nations, 1961-65. Volume VIII.

Edited by Walter Johnson. Little, Brown.
Illustrated. 885 pp. \$25.

Reviewed by Herbert Mitgang

THE final volume of Adlai Stevenson's papers winds up one of the extraordinary publishing and editing undertakings of recent times. Seldom before — not even with modern presidents — has a public figure's official documents and personal correspondence been opened to general readers in such detail so soon after his death. Stevenson, the Democratic candidate who ran against General and then President Dwight Eisenhower in 1952 and 1956, died in 1965. He is remembered as a presidential loser; but Volume VIII of his papers shows him to be not a defeated man, but the most courageous and loyal U.S. delegate to the United Nations in its history.

This volume is the saddest and yet, in some ways, the most dramatic of all. The title of the last volume of Winston Churchill's wartime memoirs — "Triumph and Tragedy" — comes to mind to describe Stevenson at the United Nations as the representative of Presidents John Kennedy and Lyndon Johnson and the State Department. The triumph was in leading his personality and eloquence to the international organization and keeping alive the hope that it could somehow rise above national interests and prevent aggression and war; the tragedy was that he was frustrated in the role of spokesman rather than policymaker — often for positions he found incompatible with his own.

What makes these documents fascinating to read is that Stevenson was such a remarkable writer, perhaps the best in office since another lawyer from Illinois, Abraham Lincoln. In these papers, he frequently turns to Lincoln's words for example and solace. The period covered here, 1961-65, is one of confrontation: the abortive invasion of Cuba, the missile crisis there, United Nations forces in the Congo, Cyprus, the Egyptian-Israeli border disputes, and racism in Rhodesia and South Africa.

Reading his papers, one notices Stevenson believed in service to his country — plain old-fashioned patriotism — and in the strength of international law. He did not use the world forum for his own advancement. By the time President Kennedy appointed him, his political career was over. He had covered the job of secretary of state but, the papers make clear, the president did not want a second star in Washington. One of the great might-have-beens is whether he could have helped to contain the hawk's escalation of the war in Vietnam if he had been in Washington instead of New York.

Despite their differences, the speeches and open the private letters in the book show that Stevenson respected the two presidents he served. He fought harder in Cabinet meetings to put across his ideas than is generally realized. A consistent theme runs through the book: the need for arms control and disarmament. Several documents show him out on the limb in advocating less reliance on force arms in Vietnam and elsewhere.

This volume includes a mass of declassified papers from National Security files. For example, the is a letter to President Johnson dated Feb. 17, 1965, when other the White House, State Department and Pentagon were relying on increased bombing in Vietnam, Stevenson writes:

"I do not believe that we should pursue a harder military line with all the risks it involves without, at the same time, making it completely clear that we prefer a peaceful solution and that we are ready to negotiate. Moreover, I believe escalation of the war would diminish our maneuverability and thus should move quickly."

The editor of these volumes, Walter Johnson, a historian who taught at the universities of Chicago and Oxford and is now at the University of Hawaii, is meticulous in his research. He has interviewed many of the subjects in the book, authenticating points and obtaining lateral views. His objectivity appears in a footnote such as: "Although some classified documents dealing with Vietnam were declassified for this volume, requests were refused. The editor therefore presents the following selections," referring to notes by Stevenson of a talk with President Johnson, "with considerable reservation."

The editor is unafraid to make own interpretations among Stevenson documents. Here is a "Some time after President Kennedy's death, Stevenson told his Cleveland that his relations with President Johnson would be better than with Kennedy since Johnson was a man of Stevenson's generation. Although Johnson paid deference to Stevenson than Kennedy had done, after a few weeks Johnson's presidency their relationship deteriorated."

This final volume is sprinkled with letters to friends from Stevenson from the press and from the cable and service organizations occupied Stevenson's time. They are funny, some silly, many adoring — especially to the wife he wrote to constantly: Eleanor Roosevelt, Marietta Tree, daughter Frances Fitzgerald, Barbara Ward and Alicia Patterson.

The last word in the book is to Eric Sevareid, a friend and News correspondent, who Stevenson on the eve of his death. Writing in Look magazine, Sevareid concluded that the Stevenson of putting his neck out in expansion of the Vietnam War finally made Stevenson leave his UN post. Sevareid wrote: "If others regard him as a tragic figure, I don't think thought of himself that way. Others call his life a failure; I think it was a wonderful success."

Herbert Mitgang is on the editorial staff of The New York Times.

CHESS

By Robert Byrne

OF the games Mikhail Tal produced in his kick-off streak of 54 points out of six rounds in the Riga International Tournament, his best, he judged, was his sixth-round victory over the American grandmaster James Tarjan.

One may well wonder why the former world champion preferred this predominantly positional battle to his more glamorous triumph with a mating attack over Lev Polugaevsky. Did Tal think that his slashing up of his countryman was too easy? Did he think that the precision tactics he used to back up his strategy against Tarjan presented a more demanding task to discover over the board? In any case, his Tarjan game was finely played.

The double fianchetto system that Tarjan adopted against the Scheveningen Variation was innocuous and Tal soon took the initiative with 16... P-N5; 17 P-P, N-NP, clearing the QB file and mounting pressure against the backward white QB.

Tal's center break with 20... P-Q4 invited the advance with 21 P-K5, N-K5; 22 R-K2 (22 B-N7, P-B; 23 Q-P, N-P; 24 R-N, R-N; 25 Q-N, N-P; 26 K-N1, R-R yields Black a marvelous two-bishop position). R-B2; 23 P-KB3, N-B4, after which White's attacking chances on the kingside would have been problematic, whereas Black is set for 24... P-R5.

The consequence of Tal's provocative 24... B-N4; 25 P-B4, B-B3 was to substitute the new backward QB for the previously backward QB. Tarjan's 26 N-K3 was, of course, no sacrifice but an attempt to encourage the liquidation of 26... Q-P; 27 R-Rch, R-R; 28 Q-P.

The weakness in the white position — Tarjan's third rank — was singled out by Tal's excellent, pressure-packed 27... R-Q6! According to his second, Albert Kapengut, Tal had precisely analyzed the possible variations: 28 N-K5, N-NPch; 29 P-N5, R-N; 30 N-B7, R-Q; 31 N-Nch, K-B1; 32 N-R, R-Rch; 33 B-R, Q-P (33... Q-N2ch; 34 B-N2, Q-N; 35 R-P could produce great difficulties because of the connected passed pawns); 34 R-P, Q-Q; 35 K-N1, Q-Qch; 36 K-R1, Q-Kch; 37 K-N1, Q-Kch; 38 K-R1, Q-Kch with a decisive fork that picks up a piece and makes short work of the ending.

The point of 28 Q-P, N-NPch; 29 P-N5, R-N; 30 N-B7, R-Q; 31 N-Nch, K-B1; 32 N-R, R-Rch; 33 B-R, Q-P (33... Q-N2ch; 34 B-N2, Q-N; 35 R-P could produce great difficulties because of the connected passed pawns); 34 R-P, Q-Q; 35 K-N1, Q-Qch; 36 K-R1, Q-Kch; 37 K-N1, Q-Kch; 38 K-R1, Q-Kch with a decisive fork that picks up a piece and makes short work of the ending.

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Oklahoma, Led by Sims, Gets by Nebraska, 17-14

Gordon S. White Jr.

MAN, Okla., Nov. 25

—For the fourth time in 16

Nebraska brought a perfect

football record into Okla-

homa to go away a loser yester-

day. The Sooners came from be-

hind to beat the Cornhuskers

17-14, and win the

Orange Bowl as Big

12 Conference champions.

Nebraska, which was undefeated

through 10 games before

Nebraska's season finale, got the

team's spot in the Cotton

Bowl. Oklahoma will meet Florida

in the Orange Bowl, and

the Cornhuskers will play

the Southwest Conference champion

Arkansas in the Cotton Bowl.

Sims, last year's Heisman

winner, was the outstanding

player in the game, had a

total of 135 yards in his last

game, before a crowd of

more than 70,000.

Halfback in the ferocious Ok-

lahoma attack gained 247

yards on 28 carries. He had his

first touchdown with a 71-

yard pass from quarterback

Tommy Allen, who set up the

touchdown with a 10-yard

pass to Sims.

Allen, who had 100 yards

in the game, was the

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lead, but the 3 points proved to be

important at the end of the game.

Thus, Oklahoma made another

shambles of big Nebraska drams.

The Cornhuskers of 1964, 1966 and

1975 beat all of their opponents be-

fore going to Oklahoma's Owen

Field for the regular-season finale,

which they lost.

Nebraska entered this game as

the nation's leading team in defense

against the rush. Oklahoma, with

Sims leading the way, picked up 352

yards on the ground; Nebraska had

allowed its previous opponents an

average of only 67.2 yards on the

ground. This attack by the Sooners'

whistle enabled them to have al-

most total control of the game as

Oklahoma held the ball more than

60 percent of the time.

Tom Osborne, the Nebraska

coach, said Saturday, "We didn't

think anyone could rush us like

that, but they did. I didn't think

Billy Sims could gain that many

yards against us, but he did."

The Sooners finished the season

with a 7-0 Big Eight mark and an

overall record of 10-1, the loss being

a 16-7 decision to Texas on Oct. 13.

Nebraska has a 6-1 Big Eight

record.

In other major college football

games, as reported by the news

agencies:

Texas 13, Baylor 0

At Austin, Texas quarterback

Rick McIver hit Lam Jones with a

50-yard scoring pass, and John

Goodson kicked two field goals to

lead Texas to a 13-0 victory over

Baylor.

The Longhorns' defense, rated

No. 1 in the Southwest Conference,

handcuffed Baylor, which closed

the regular season with a 7-4 mark

and will meet Clemson in the Peach

Bowl on Dec. 31.

Texas limited the Bears' to only

two first downs and only two pen-

etrations past midfield. Baylor did

not get a first down until early in

the third quarter.

The Longhorns' victory was

tempered, however, by the loss of

running back A.J. Jones — the

conference's second leading rusher.

He injured his left knee in the first

half and will be lost to Texas for its

final game.

Nebraska's last score in the final

period was a 31-yard

pass to Sims in the second

half. Oklahoma's short-lived 3-0

lead in the second

half was erased

by a 21-yard

pass to Sims

in the third

quarter.

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in the game, was the

regular-season game against Texas

A&M and for a still-undetermined

bowl appearance.

Arkansas 31, SMU 7

At Little Rock, Ark., quarterback

Kevin Scanlon ran for one touch-

down and passed for three to lead

Arkansas to a 31-7 victory over

Southern Methodist and clinch at

least a share of the Southwest

Conference title.

Arkansas assured itself of a New

Year's Day bowl appearance, either

as the host at the Cotton Bowl

against Nebraska or at the Sugar

Bowl against Alabama or Georgia.

The Razorbacks, who finished

the regular season with a 10-1

record and 7-1 in the conference,

took advantage of early SMU mis-

takes to take a 17-0 lead in the

quarter. They were never in danger

thereafter.

Houston 14, Texas Tech 10

At Houston, second-string quar-

terback Terry Elston sprinted 72

yards for a touchdown with 11:21

left to play and Terrell Clark rushed

for a career-high 167 yards on Fri-

day, rallying Houston from a 10-0

third-quarter deficit to a 14-10 vic-

tory over Texas Tech.

The triumph lifted the Cougars,

9-1 overall with one game remain-

ing, to a share of the Southwest

Conference lead with Arkansas and

offset a record-setting 199-yard

rushing effort by James Hadnot,

who set Texas Tech single-season

and career marks.

USC 49, UCLA 14

At Los Angeles, Charles White

gained 194 yards and ran for 4

touchdowns — all in the first half

— and quarterback Paul McDonald

passed for a touchdown to lead the

University of Southern California

to a 49-14 victory over UCLA.

White, the nation's leading

rusher, scored on runs of 2, 1, 2 and

26 yards. McDonald, ranked No. 3

in the nation in passing, completed

17 of 23 passes for 199 yards and

the touchdown.

White finished the regular season

with 1,803 yards, giving him 5,598

for his career, second in NCAA history

to Tony Dorsett's 6,082. It was

the 30th game in which White ran

for more than 100 yards and his

four touchdowns gave him 52 in his

career to tie Anthony Davis' South-

ern Cal and Pac-8 record.

Brigham Young 63, San Diego 14

At San Diego, Marc Wilson

passed for four touchdowns and ran

for another and Brigham Young

University, the nation's top offen-

sive team, showed its defensive

ability by intercepting five passes

and forcing two fumbles in a 63-14

win over the San Diego State team

that gave the Cougars the Western

Athletic Conference championship.

The victory sent Brigham Young

to the Holiday Bowl against Indi-

ana University.

Wilson completed 13 of 21 passes

for 278 yards and set an NCAA

record for passing yardage in a

season with 3,720.

Georgia 16, Georgia Tech 3

At Atlanta, record performances

by placekicker Rex Robinson and

defensive back Jeff Hupp gave

Georgia a 16-3 victory over Georgia

Tech and kept the Bulldogs' Sugar

Paul McCartney made a sentimental pilgrimage to Liverpool dur-

only three days of rehearsal on

customers' opponents, and fortunately they still sell well. If they didn't, the weak-kneed politician would probably vanish, because our customers never, never buy a set for themselves."

A black and white photograph of a sculpture titled 'The Family' by Umberto Boccioni. The sculpture depicts a family in motion. A man in the center carries a child on his shoulders, while a woman to his right holds the hand of another child. The figures are rendered with dynamic, overlapping forms, suggesting movement and a sense of time. The background is dark, making the light-colored sculpture stand out.

Whatever contradictions may inhabit the heart of Rudolf Nureyev, whatever his concern about the future and his distress at even temporary immobilization, it is obvious that the irritations and frustrations of getting on with "Manfred" and the work ahead are as nothing to his certainties. As he says, he knows who he is. A dancer.

Considering the many people who could fill such a role, it may seem surprising that no one before thought of creating a position in American business and education for an official Fool. It fell to Patricia Nelson, a Yale graduate student, to suggest that she be appointed the first University Fool, and she emphasized her qualifications in a letter to Yale President A. Bartlett Gamewell. She heads a group of New Haven clowns known as Fools Enterprise, Miss Nelson said, adding: "I have been in graduate school here since 1972, and am only now

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